

FIG. 1A

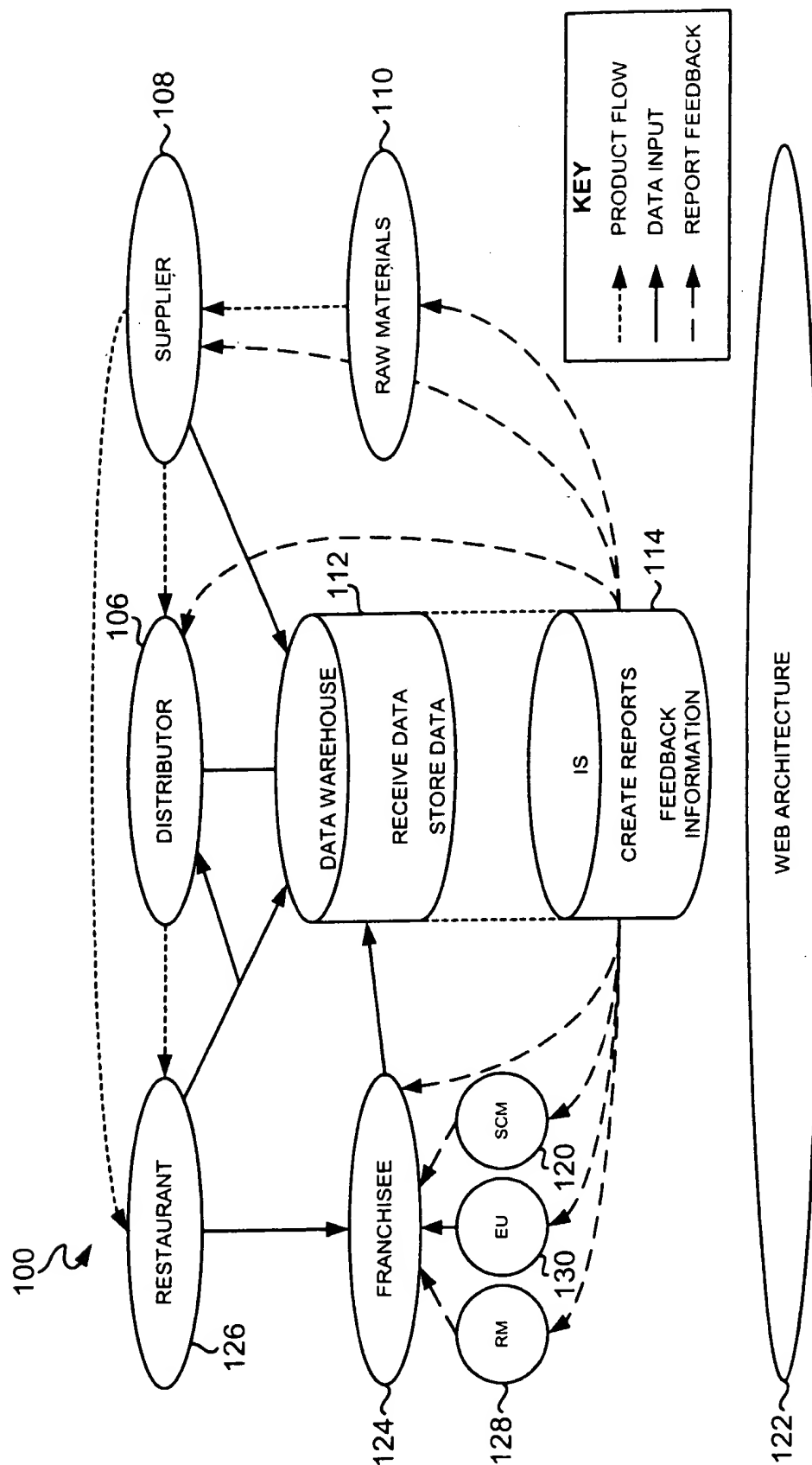


FIG. 1B

FIG. 2 is a flowchart illustrating a method for data processing.

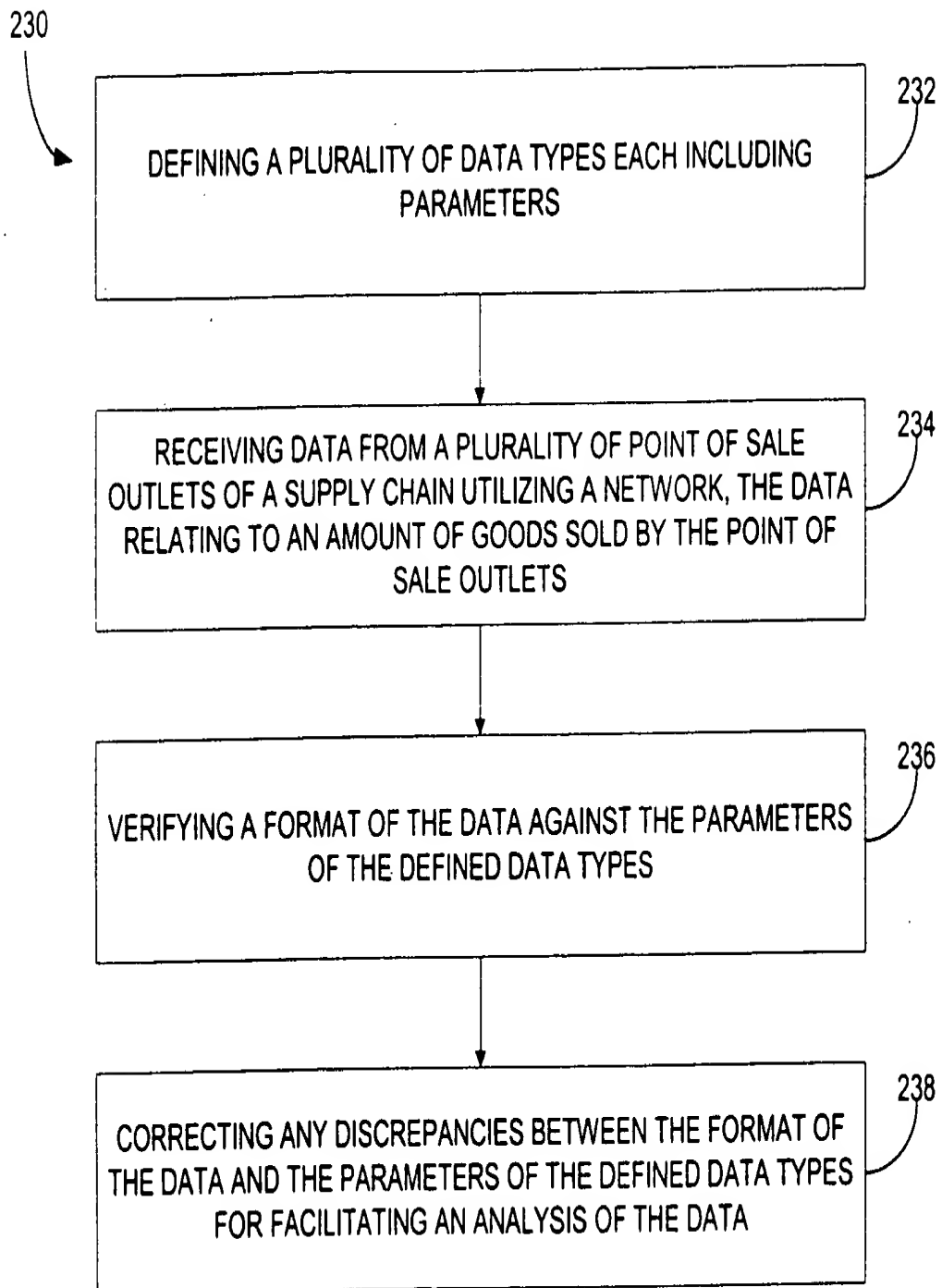
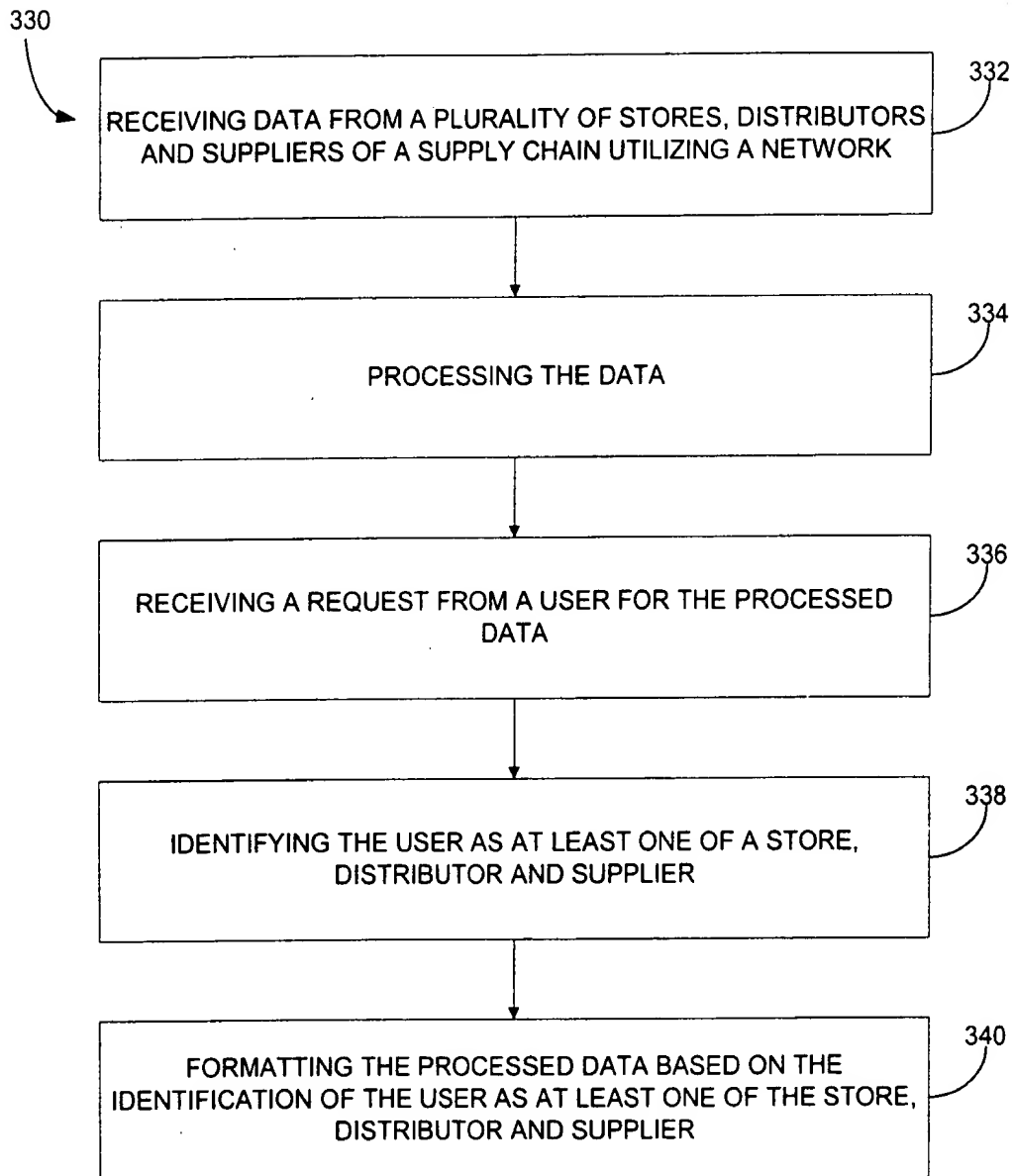


FIG. 2



**FIG. 3**



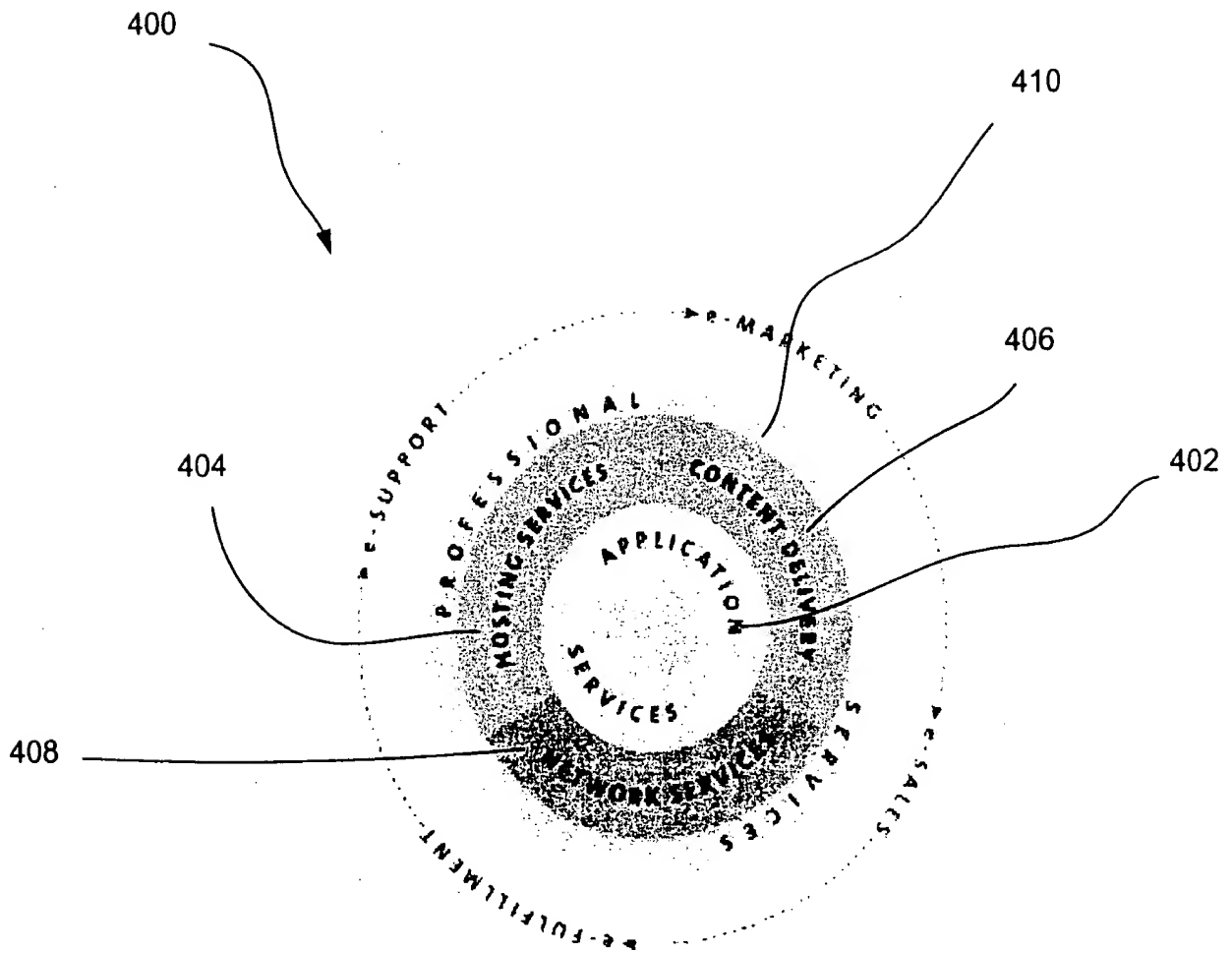
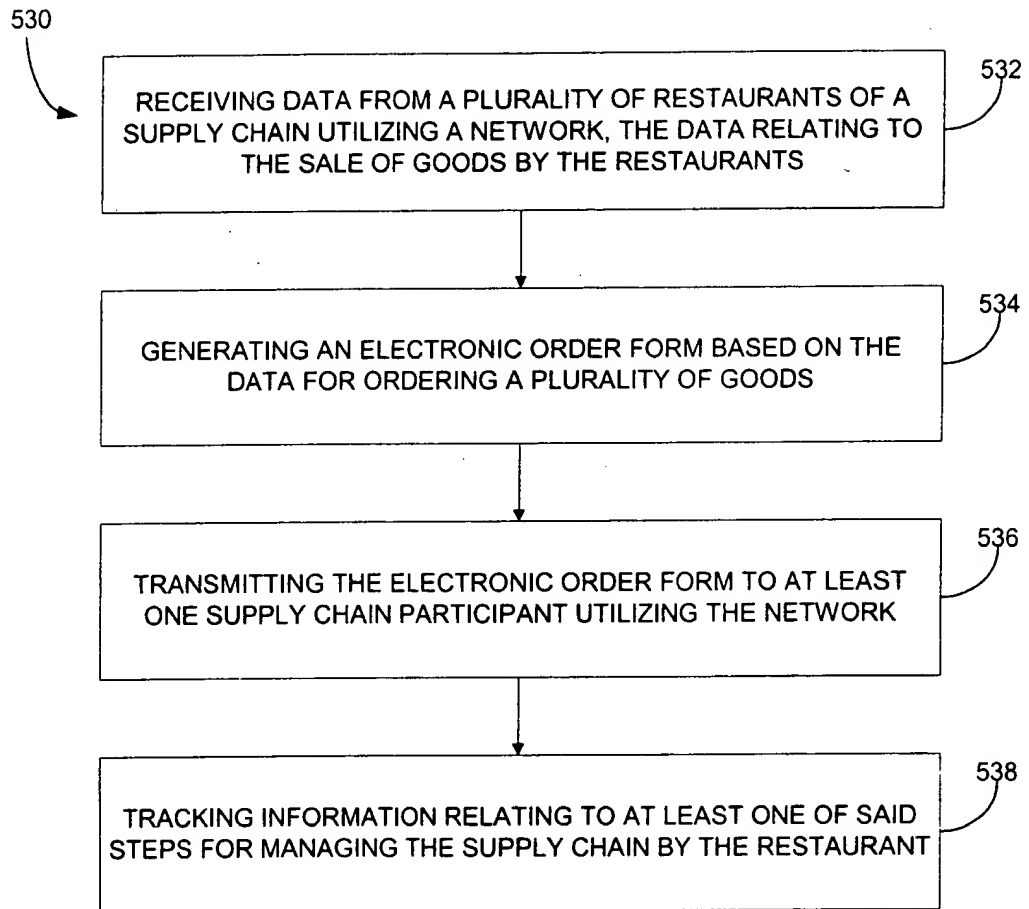
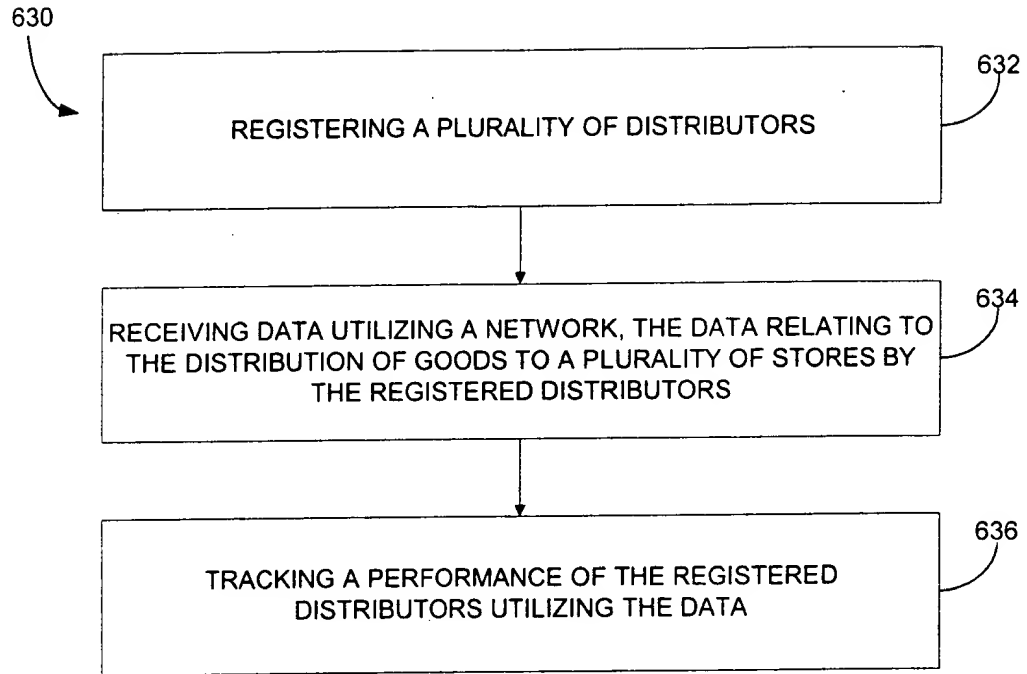


Fig. 4

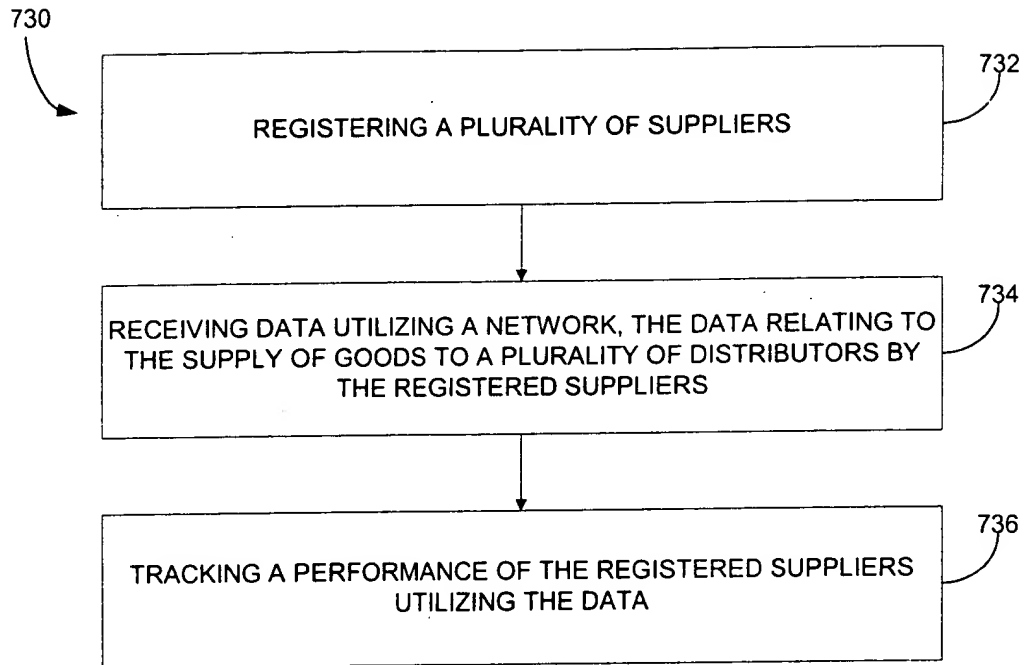
FIG. 5



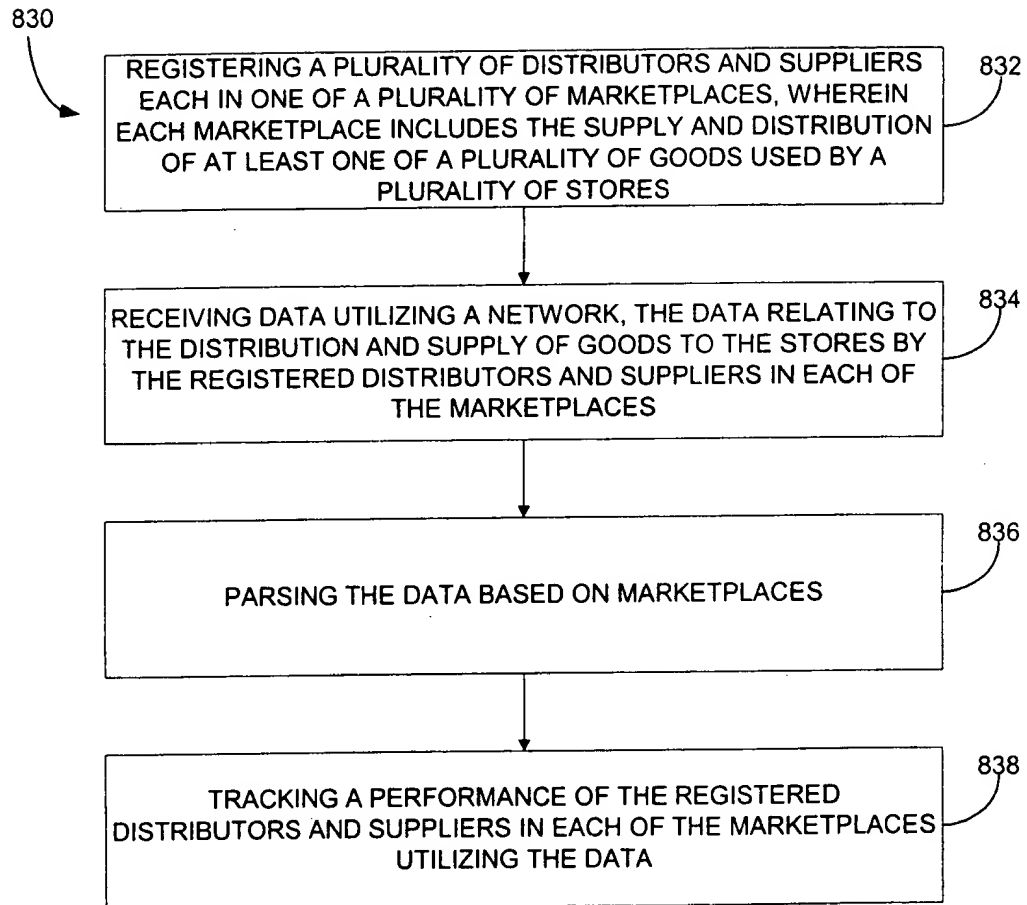
**FIG. 5**



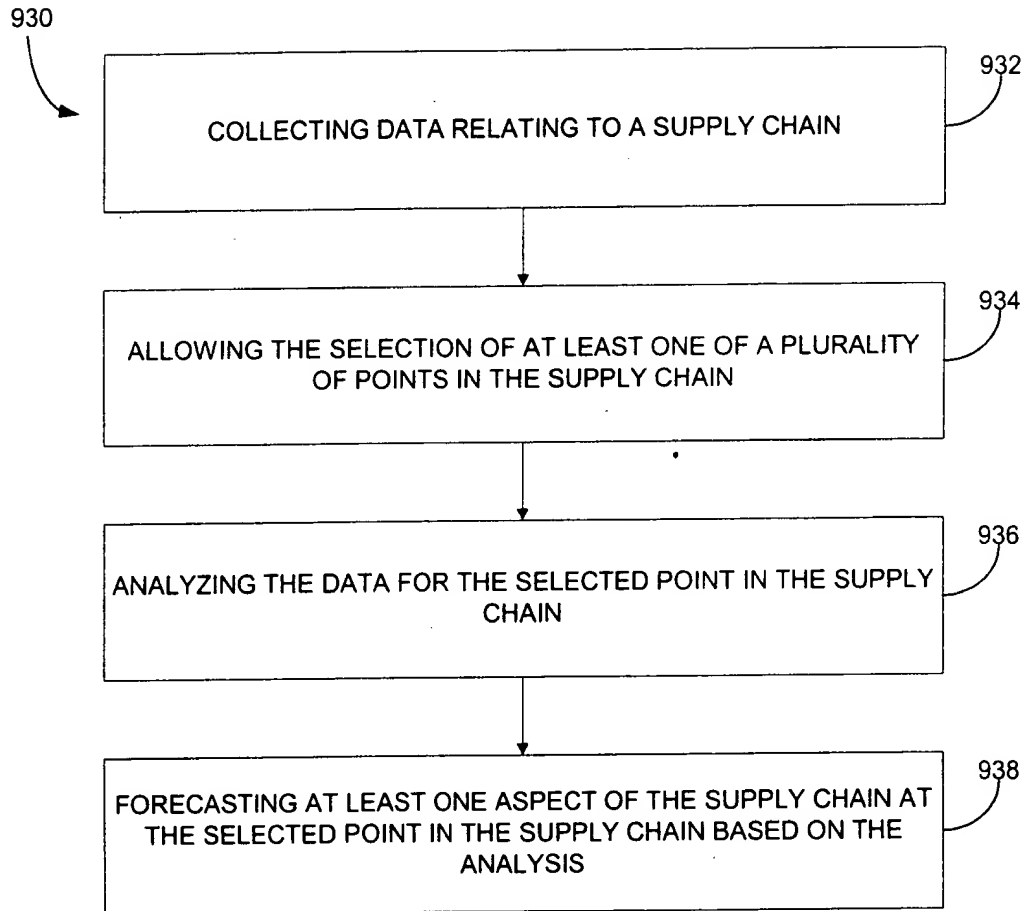
**FIG. 6**



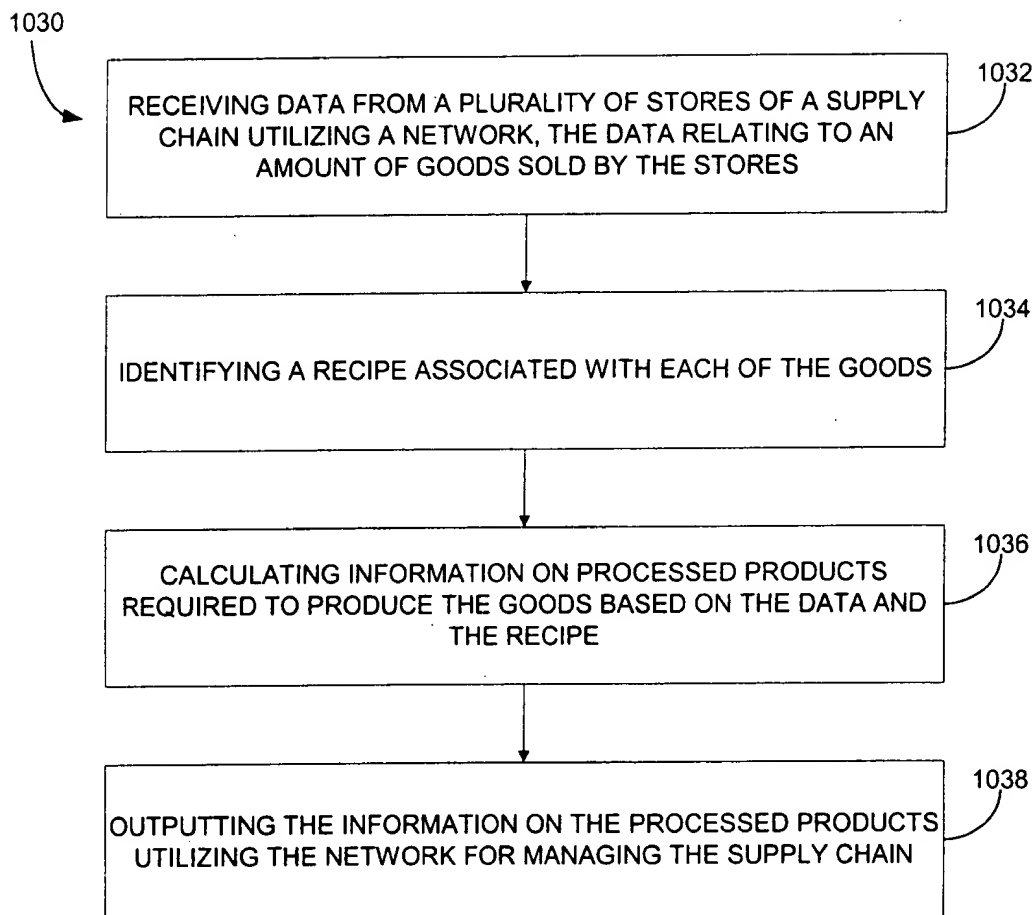
**FIG. 7**



**FIG. 8**



**FIG. 9**



**FIG. 10**

1130

FORECASTING AT LEAST ONE ASPECT OF A SUPPLY CHAIN  
BASED ON A FIRST SET OF DATA COLLECTED FROM A PLURALITY  
OF STORES OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE  
FIRST SET OF DATA RELATING TO AN AMOUNT OF GOODS SOLD  
BY THE STORES

1132

COLLECTING A SECOND SET OF REAL-TIME DATA FROM THE  
STORES UTILIZING THE NETWORK, THE SECOND SET OF REAL-  
TIME DATA RELATING TO THE AMOUNT OF GOODS SOLD BY THE  
STORES

1134

COMPARING THE SECOND SET OF REAL-TIME DATA AGAINST THE  
FORECASTING

1136

FEEDING BACK RESULTS OF THE COMPARISON FOR  
FACILITATING SUPPLY CHAIN MANAGEMENT

1138



FIG. 12

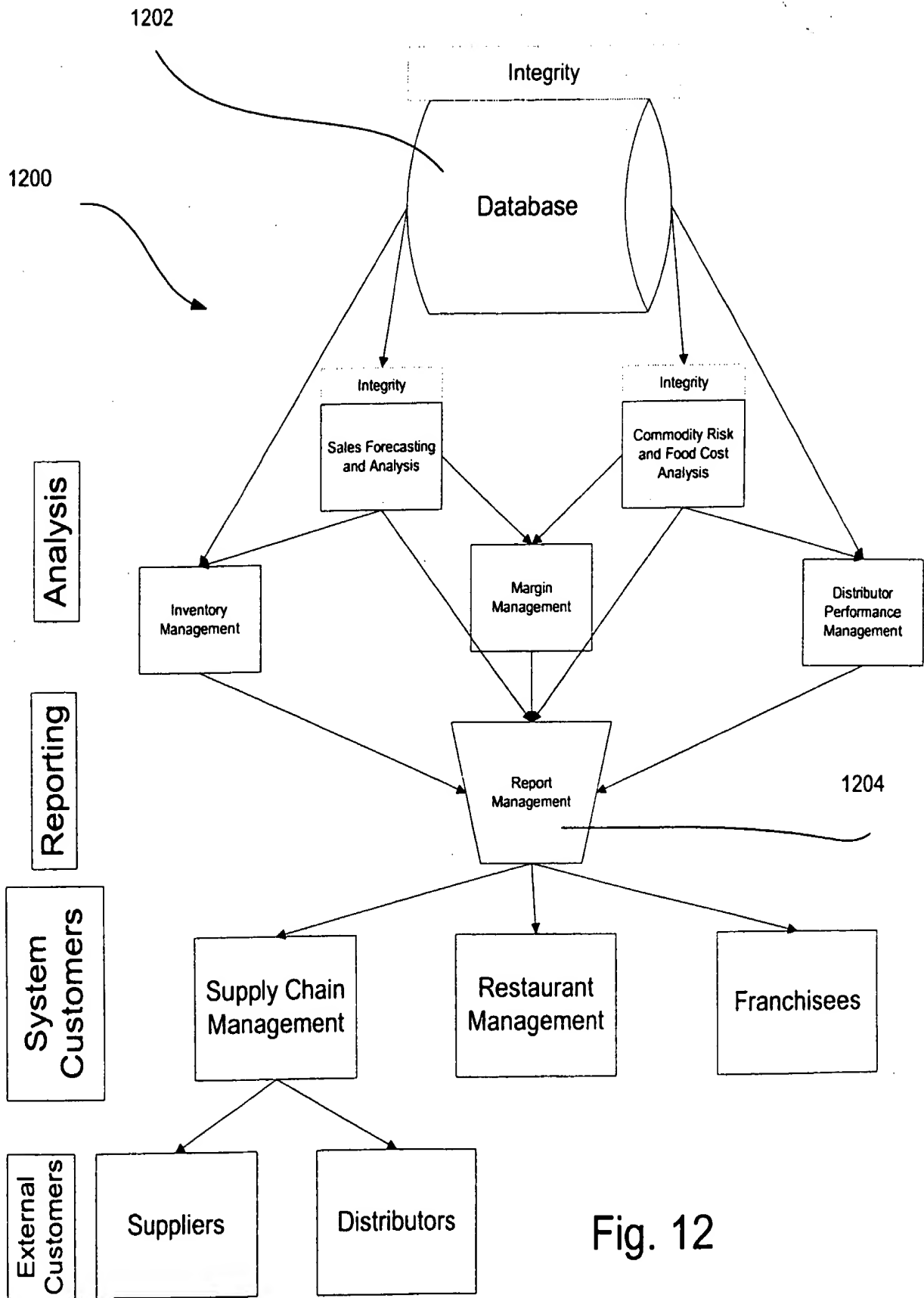
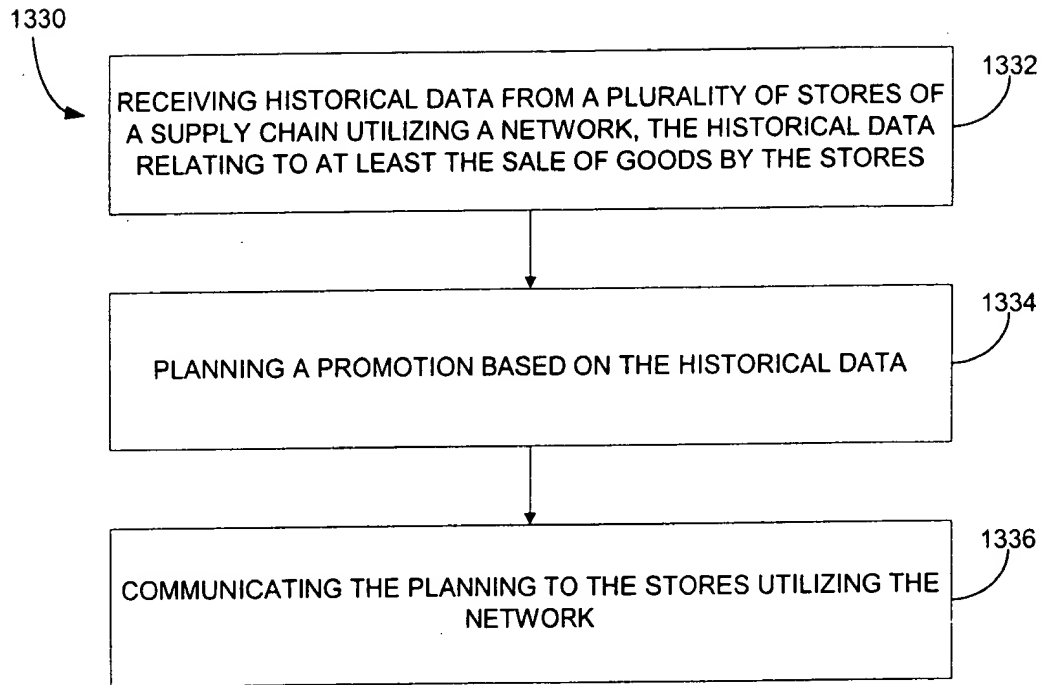
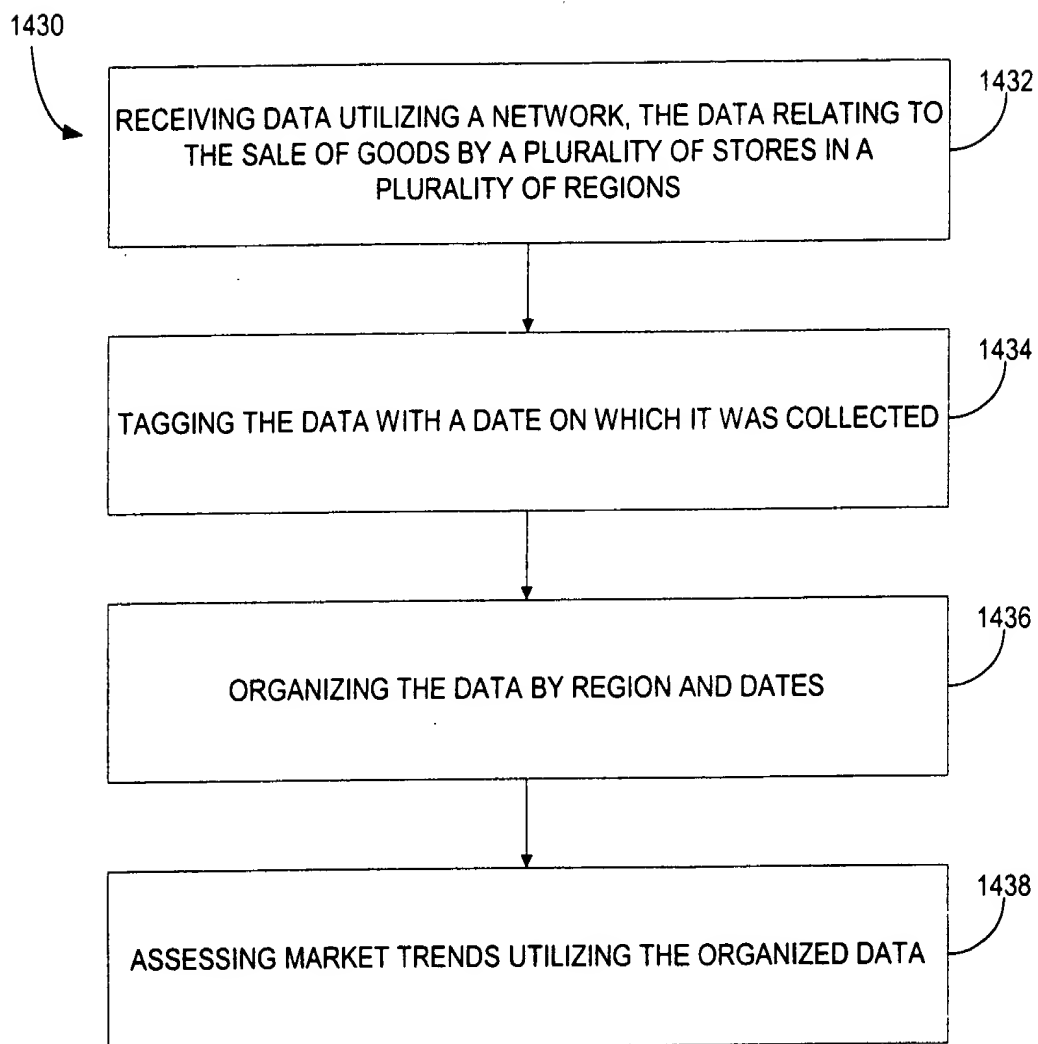


Fig. 12



**FIG. 13**



**FIG. 14**

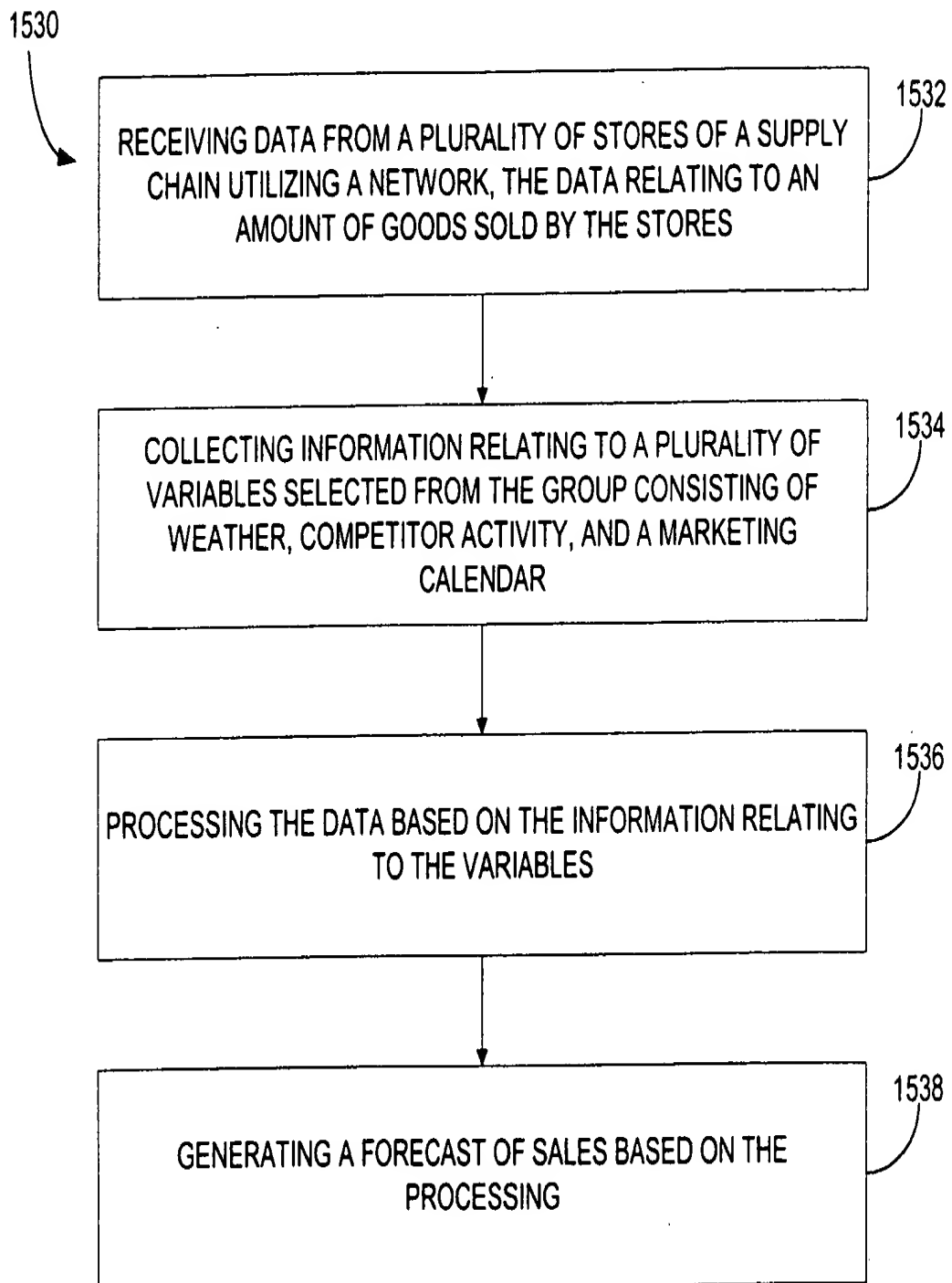
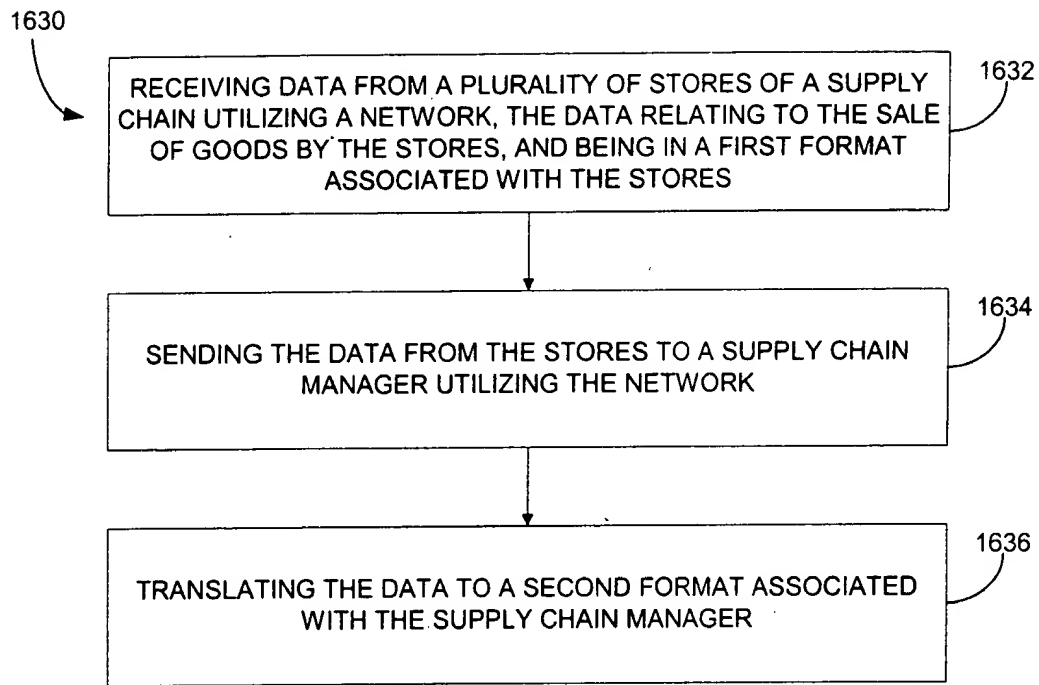
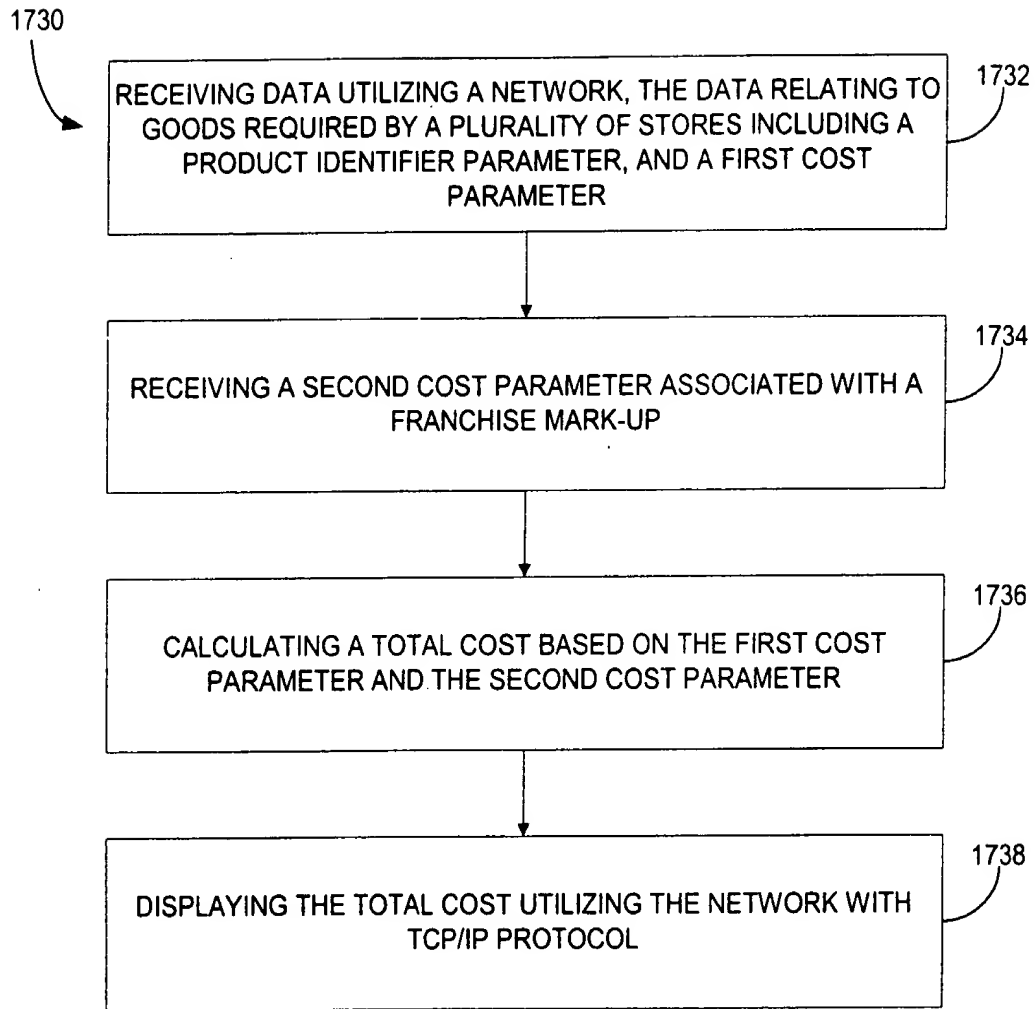


FIG. 15



**FIG. 16**



**FIG. 17**

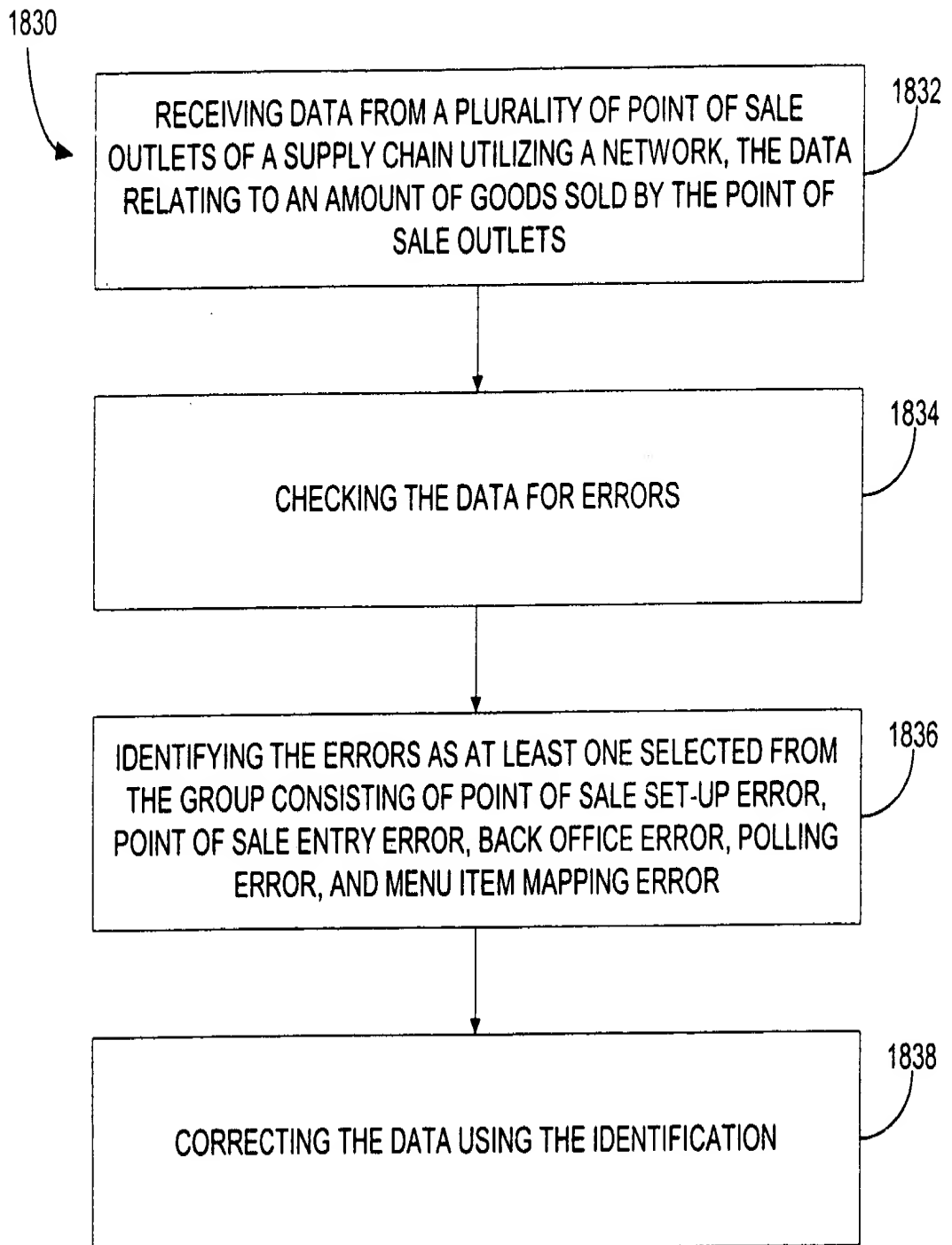


FIG. 18

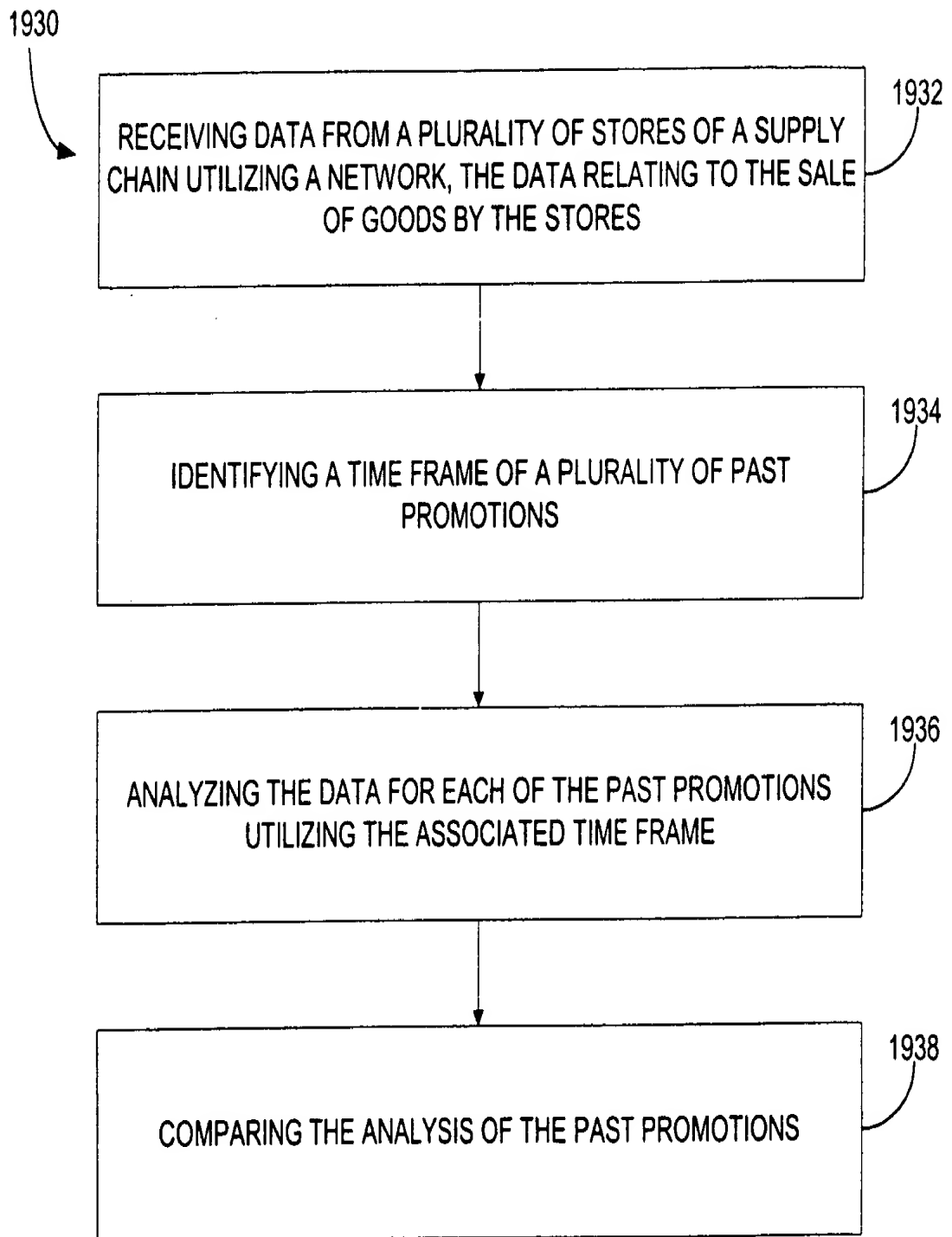


FIG. 10



09316048-080601  
T09080" 8409T860

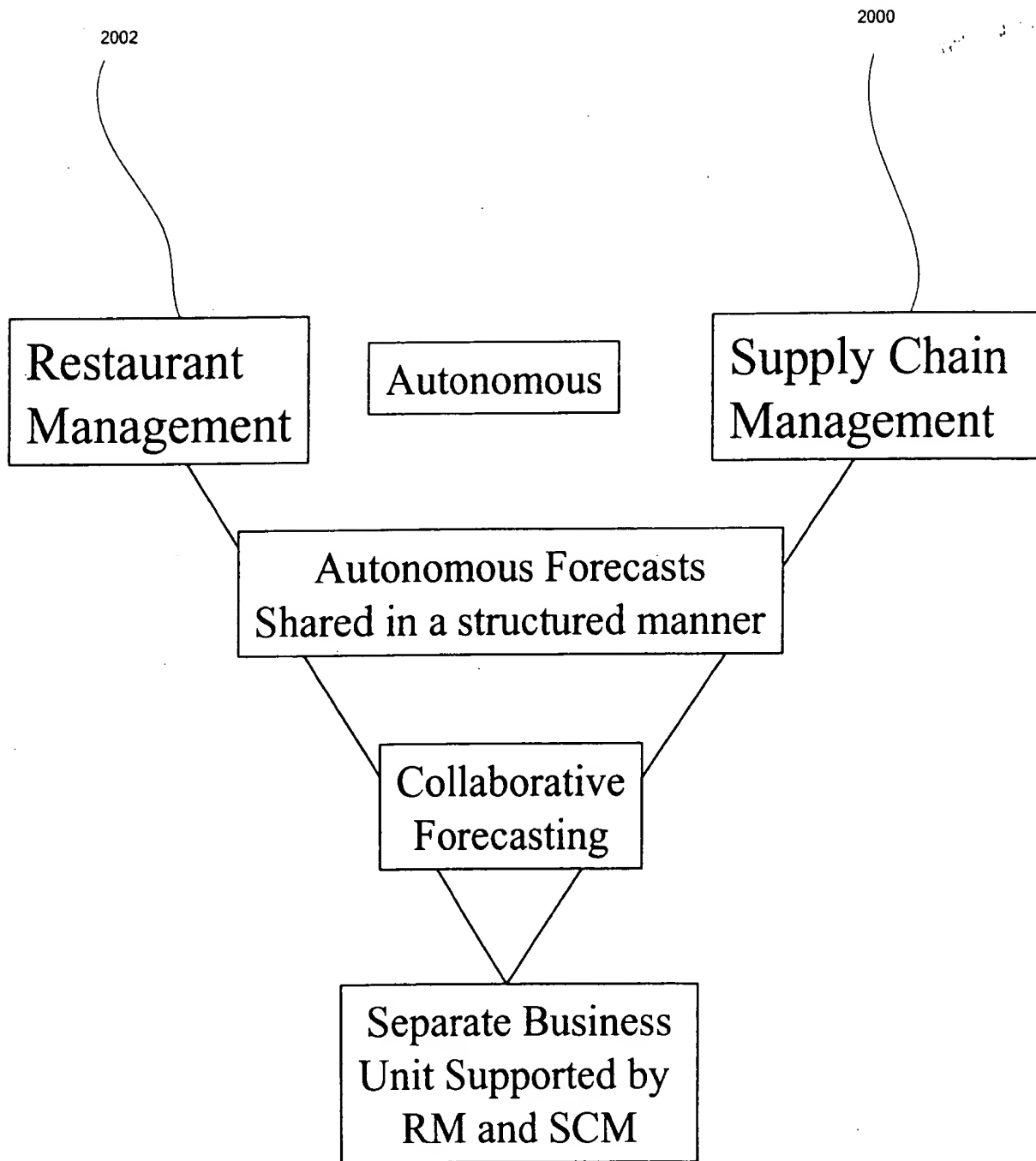
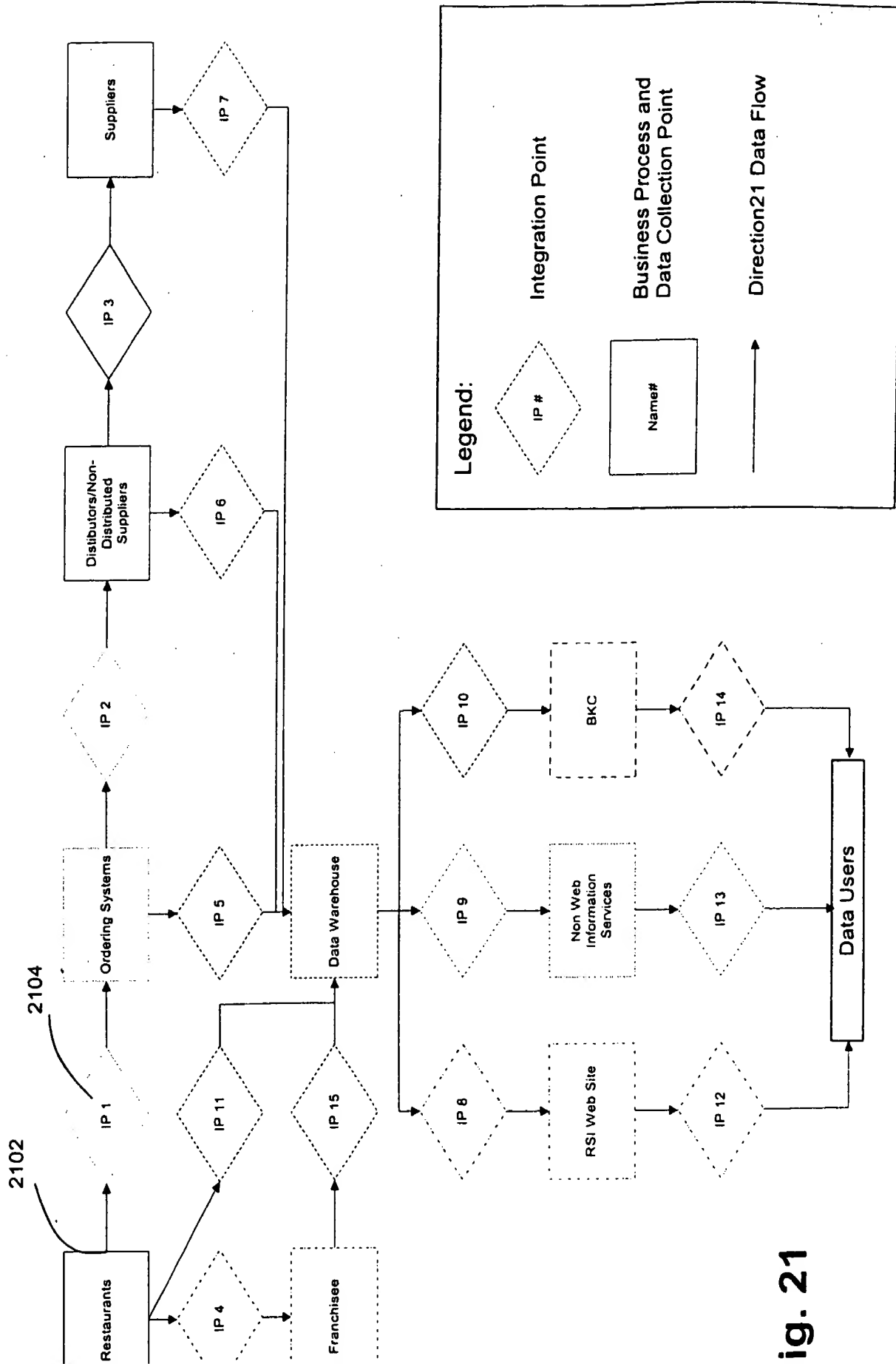


Fig. 20



ig. 21

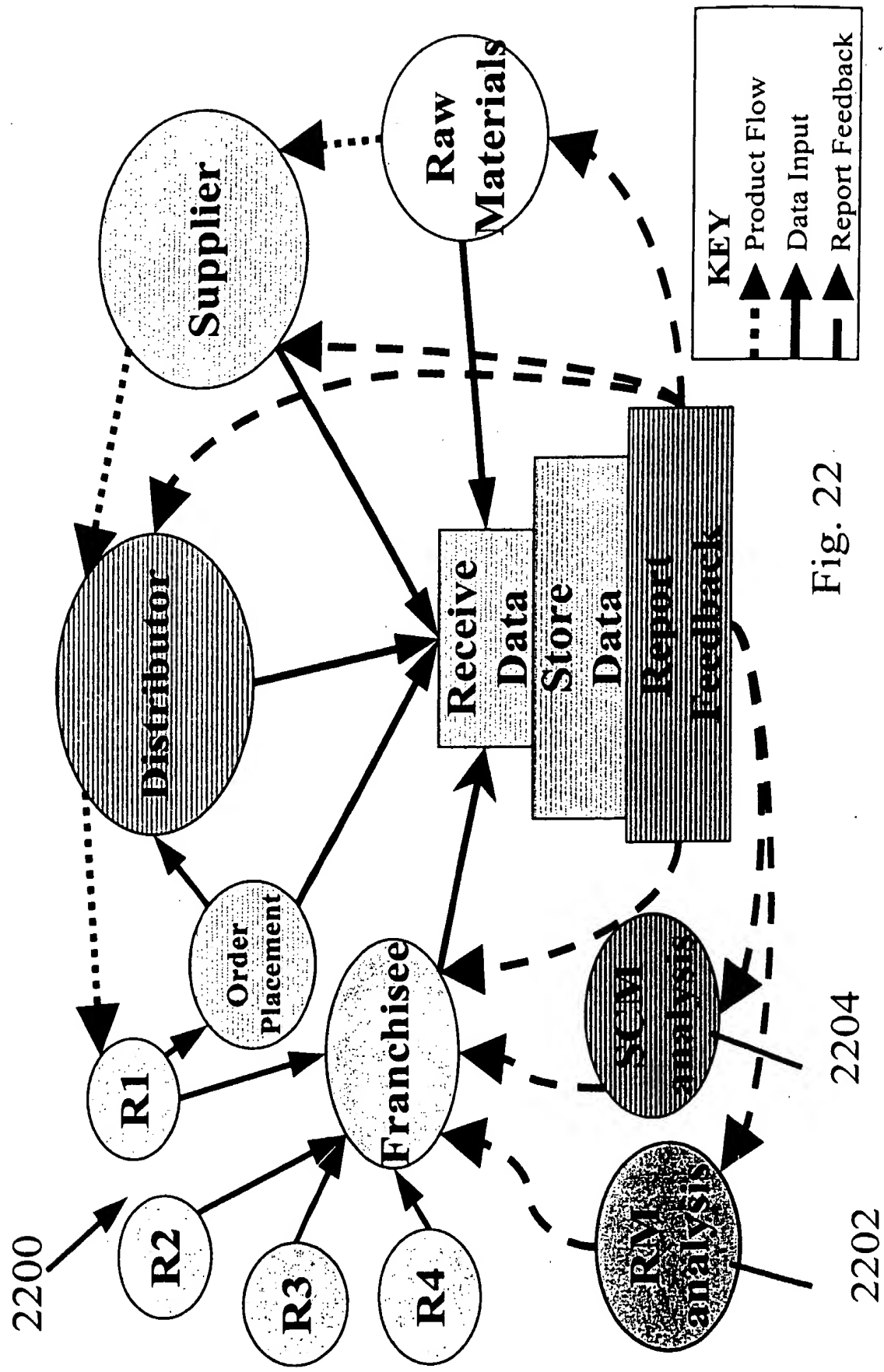
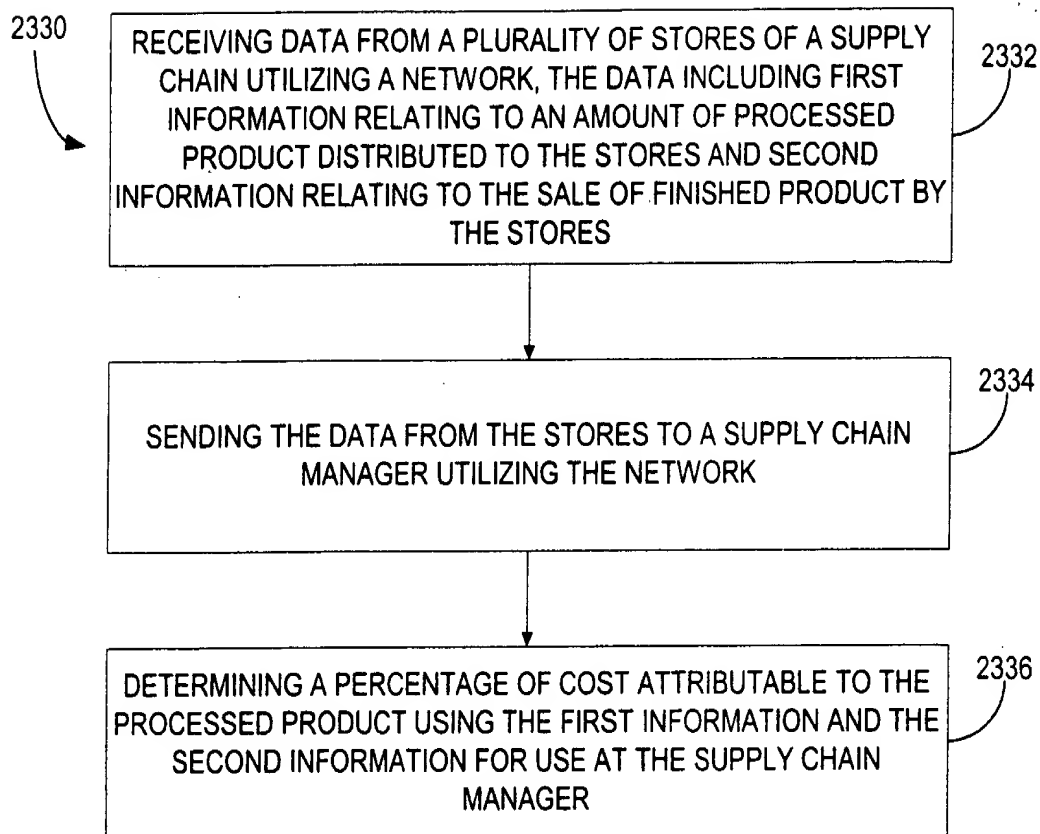


Fig. 22

FIG. 23



**FIG. 23**

FIG. 24

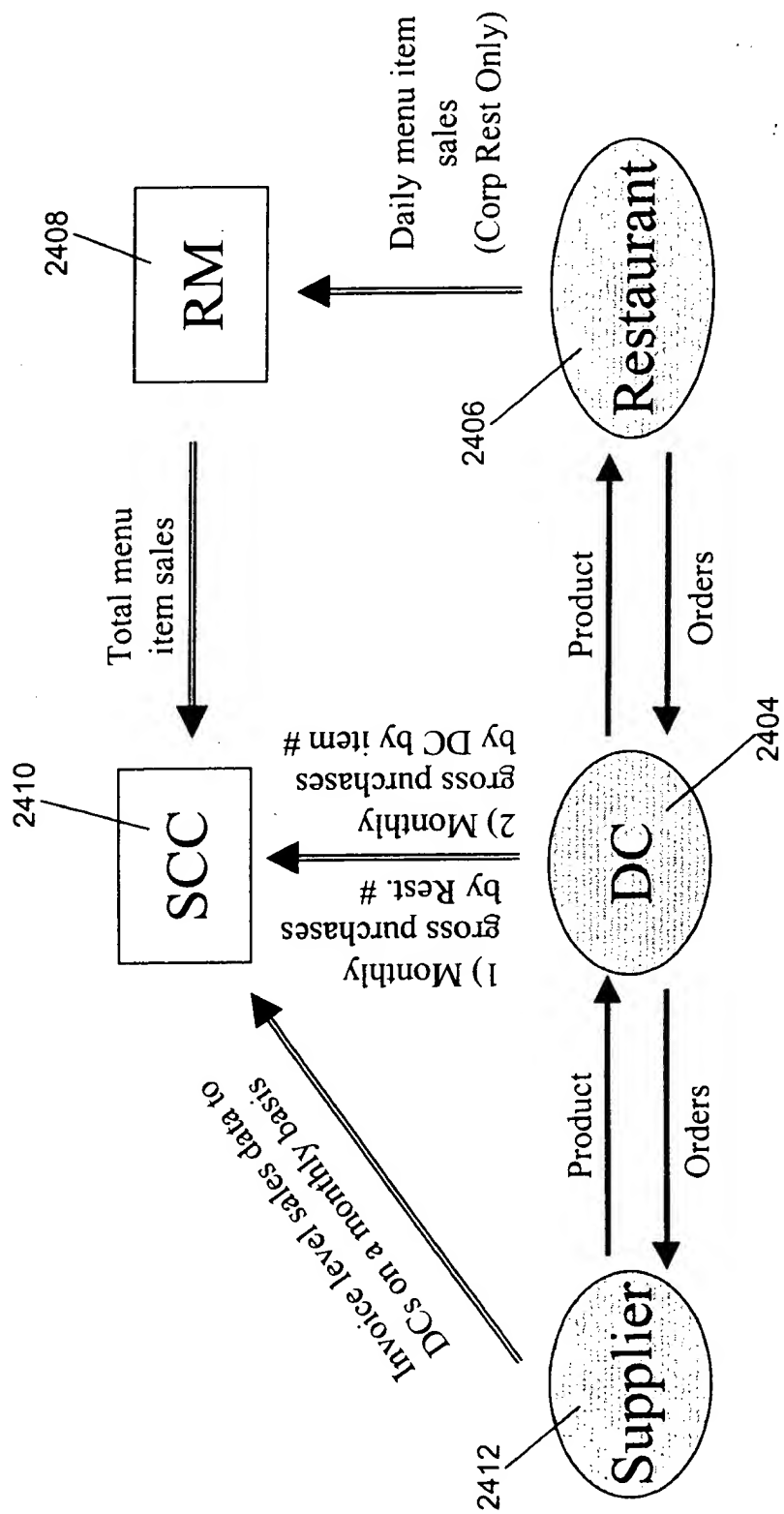


FIG. 25

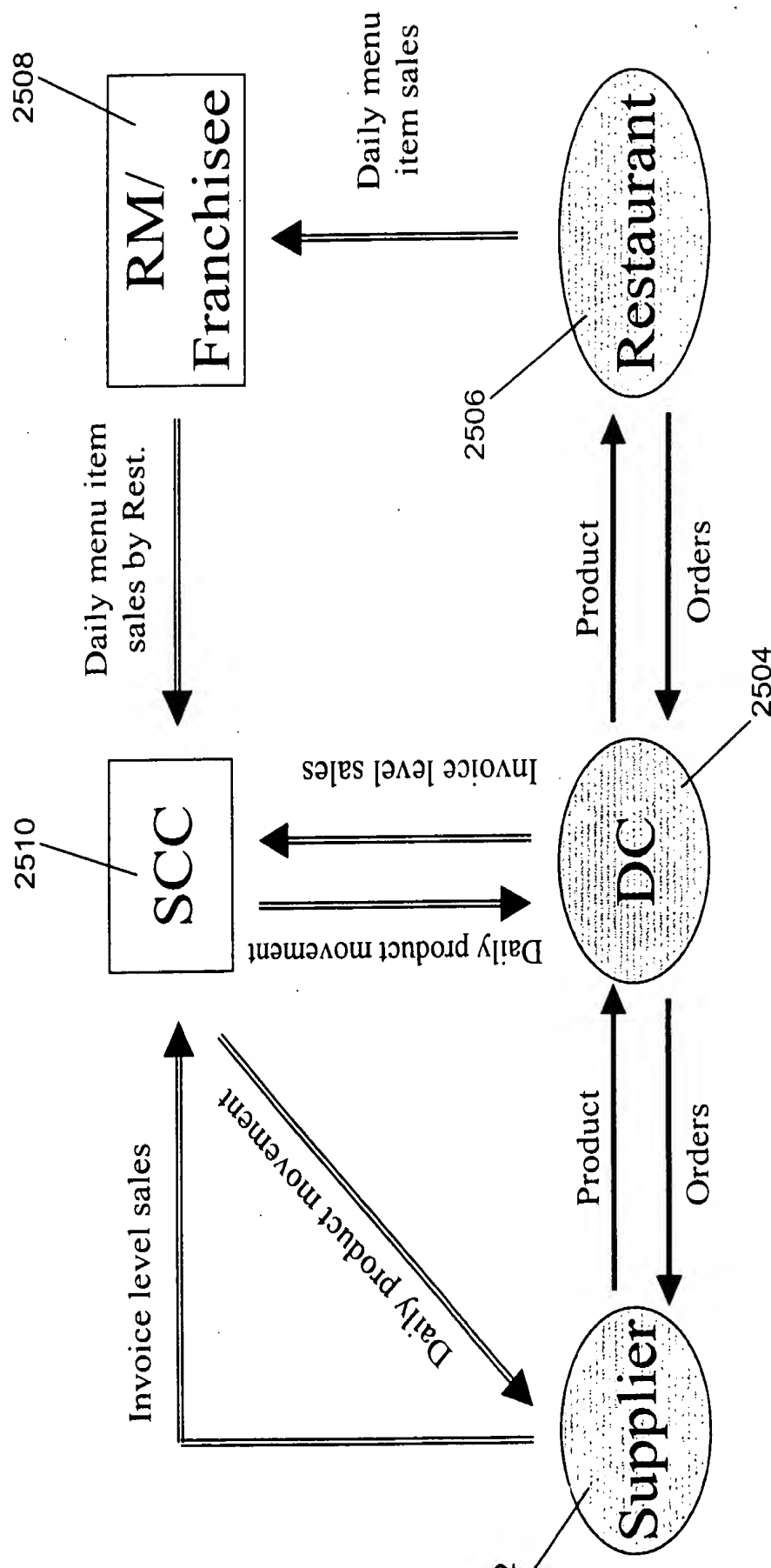


FIG. 26

2600

2602

2604

FIG. 26

Sales Forecast Worksheet - System

Week

Q1

Q2

W-6

W-5

W-4

W-3

W-2

W-1

W+1

W+2

W+3

W+4

W+5

W+6

Q3

Q4

History

Forecast

GRP's

Nin'i Marketing Theme

Advertising Score

Local Considerations

Competition Index

Weather Index

Seasonality Index

Sales History/Forecast Total (\$/store)

Key Products by Menu Item (units/day/store)

WHOPPERS

WHOPPERS W/CHEESE

YWVM WHOPPERS

etc.....

Key Products by Inventory Item (cases/day/store)

Beef-Whopper 4.0 oz

Cheese-American Sliced

Mayo-bulk

Pickles - Pail

Wrap Whopper

Ketchup- Bulk

Bun-Whopper 5" (dozen)

Lettuce - shredded

Tomatoes

Onions - sliced

etc...

2600

2602

2604

FIG. 27

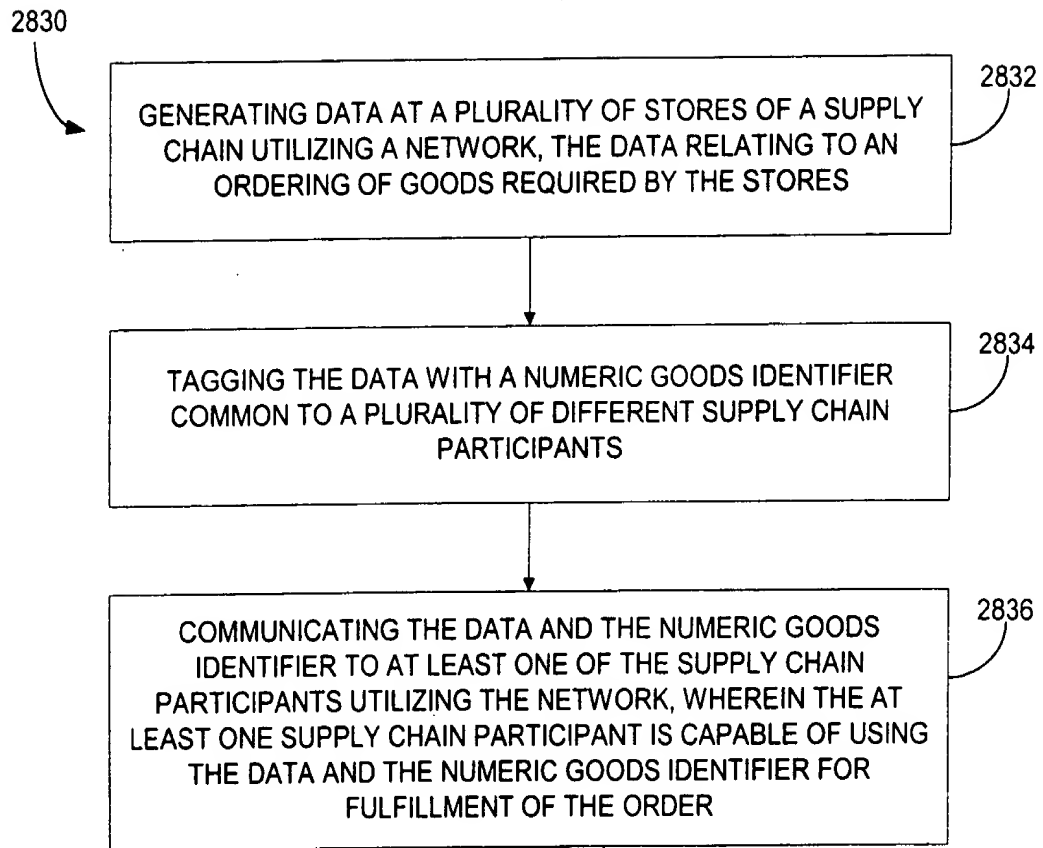
2700

## Promotional Monitor - System &amp; Regional

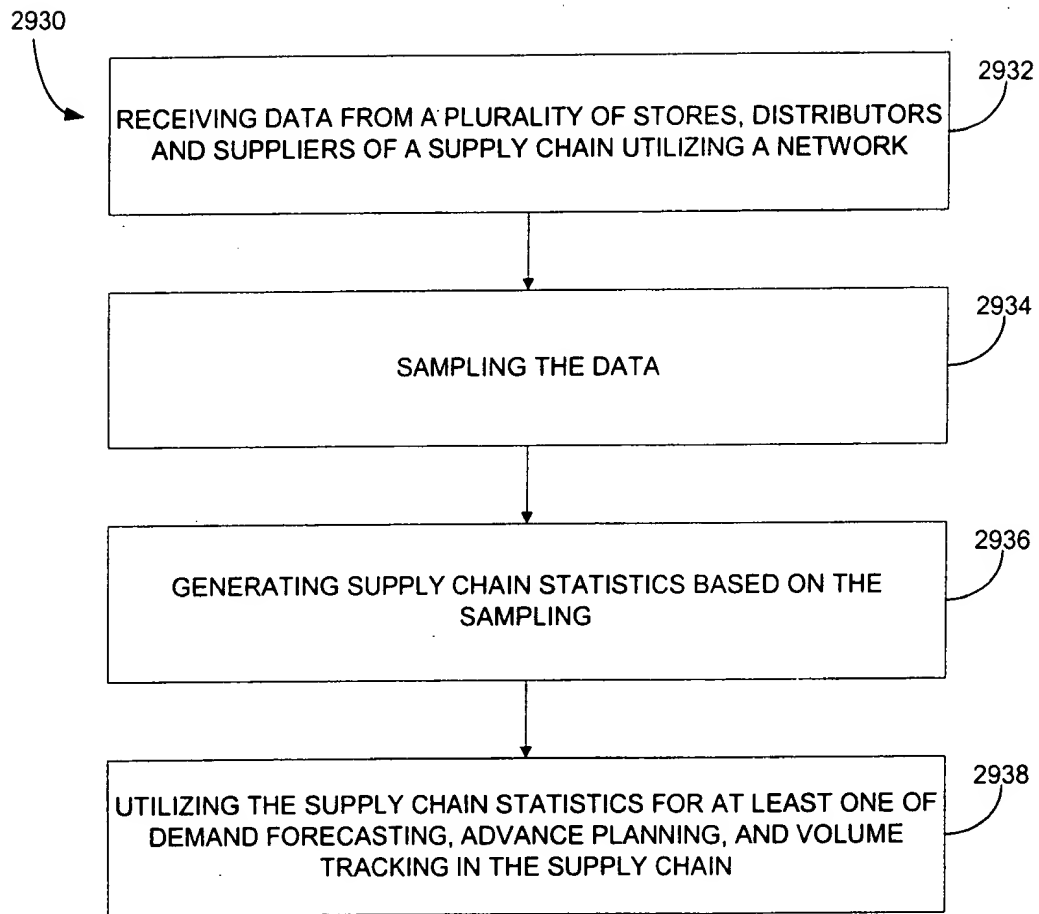
		History					Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales (\$/St re)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS WICHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS WICHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702





**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

FIG. 30

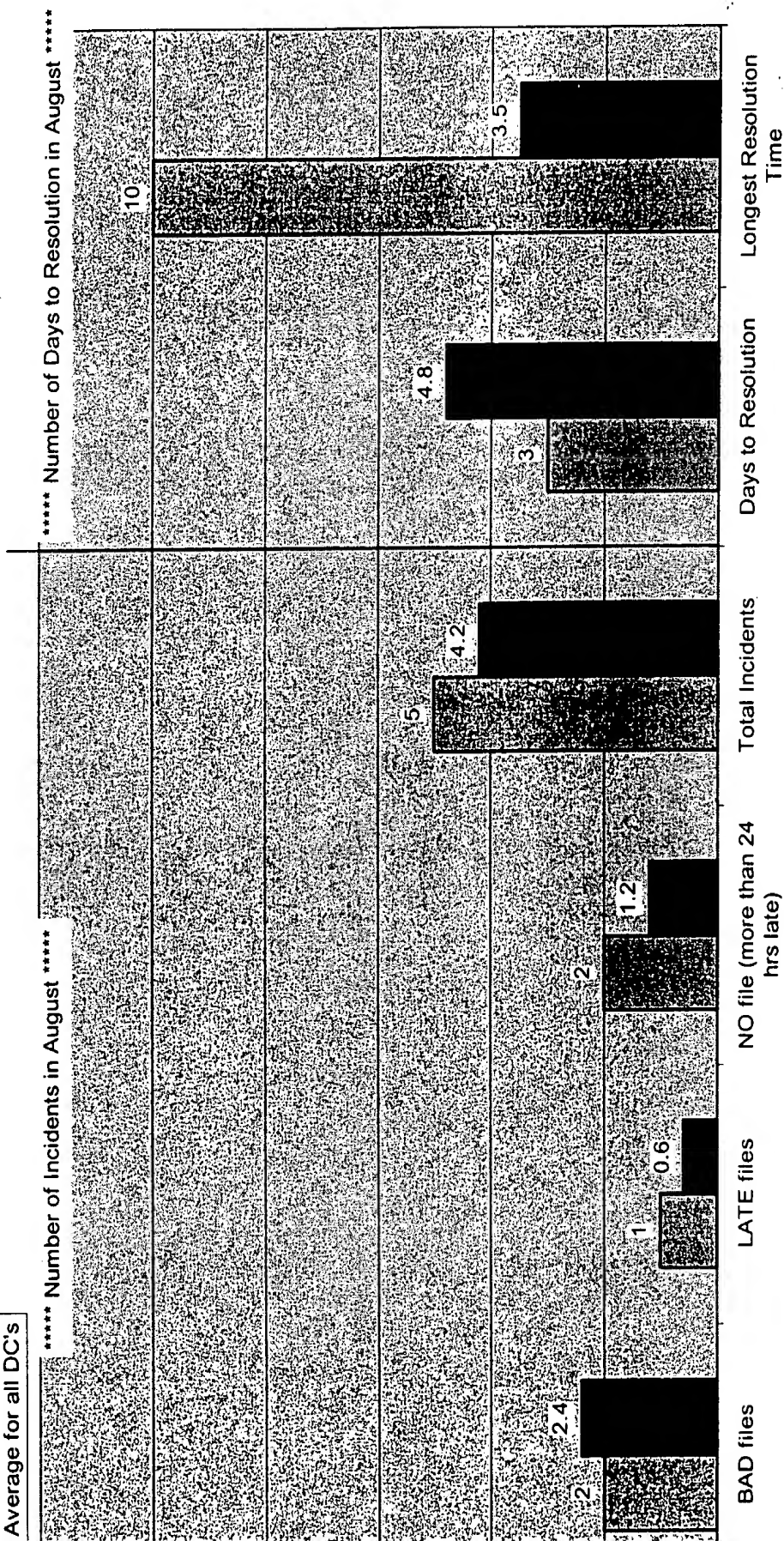
**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

3100

**Alliant - Monthly DC Data Feed Performance  
August 2000  
Mock Report**

Alliant  
Average for all DC's



**FIG. 31**



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orland			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLan Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & C			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City		99.88%	85.13%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysc			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22
40
32

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →

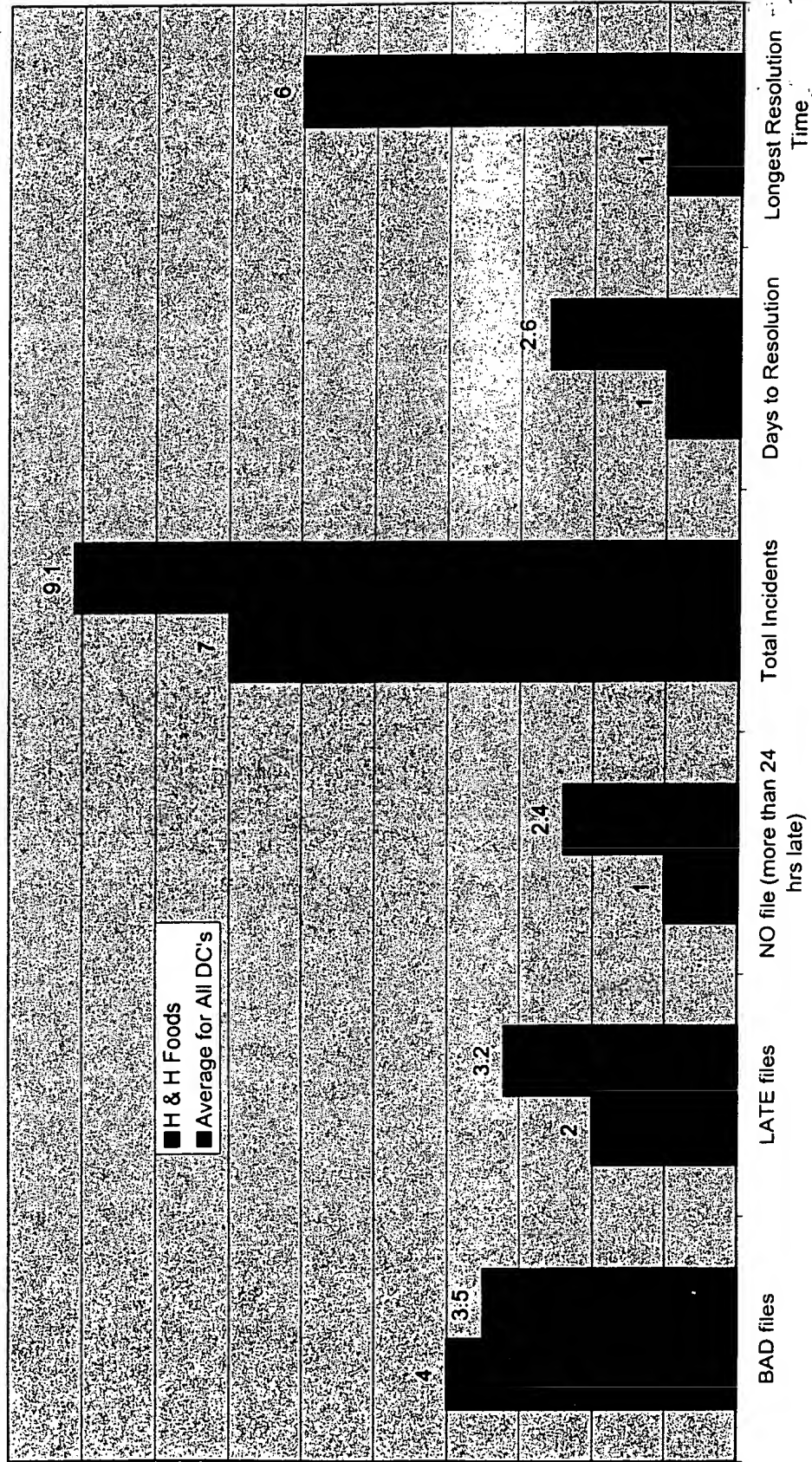


FIG. 35



# Service Level Reporting November - Mock Report

3500

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEM MEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, INC.			
SILVER KING, MN CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



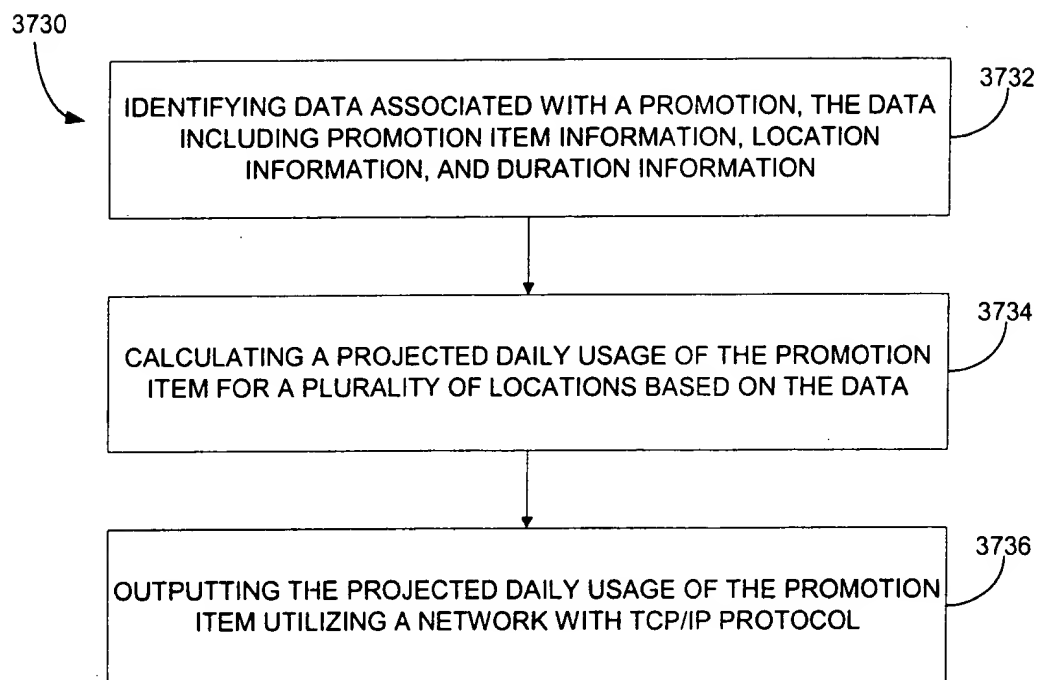
3600

# Mock Report/1

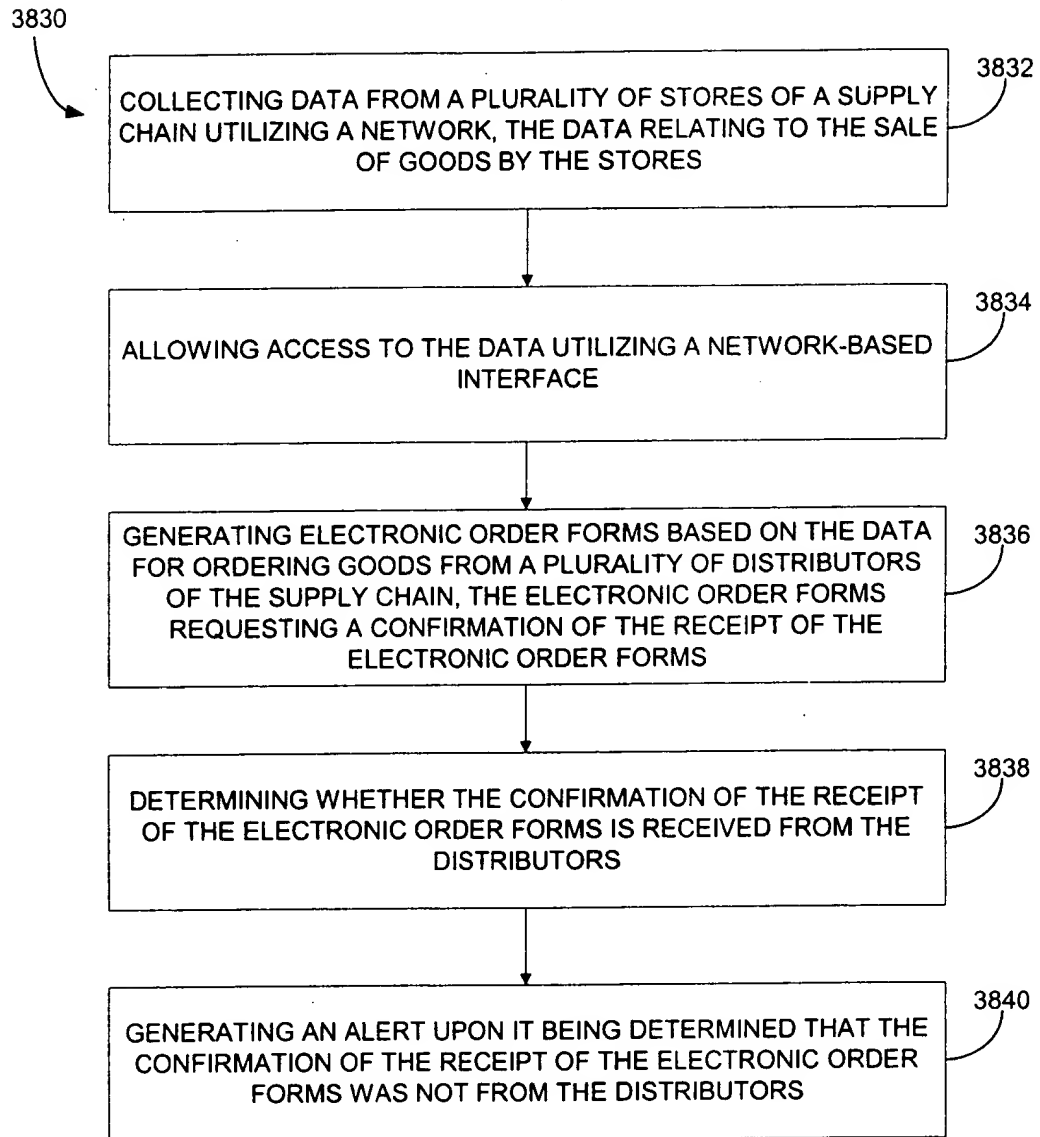
	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

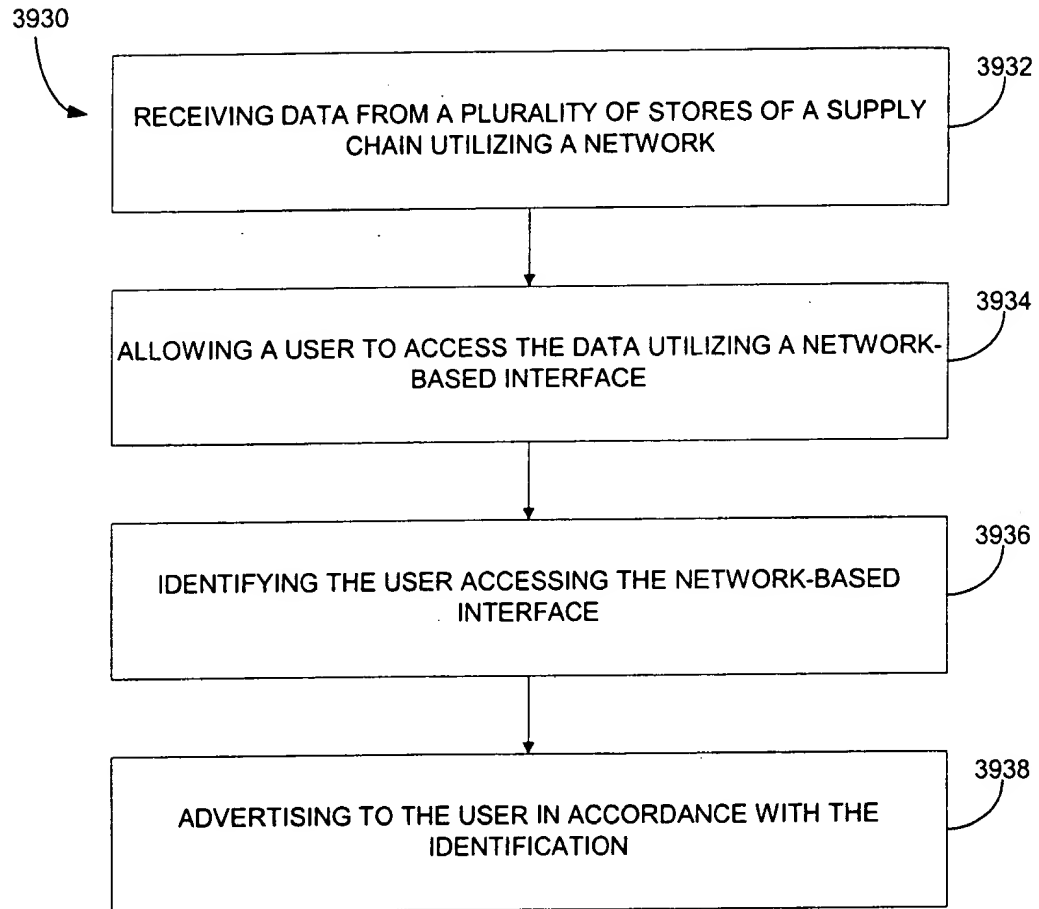
FIG. 36



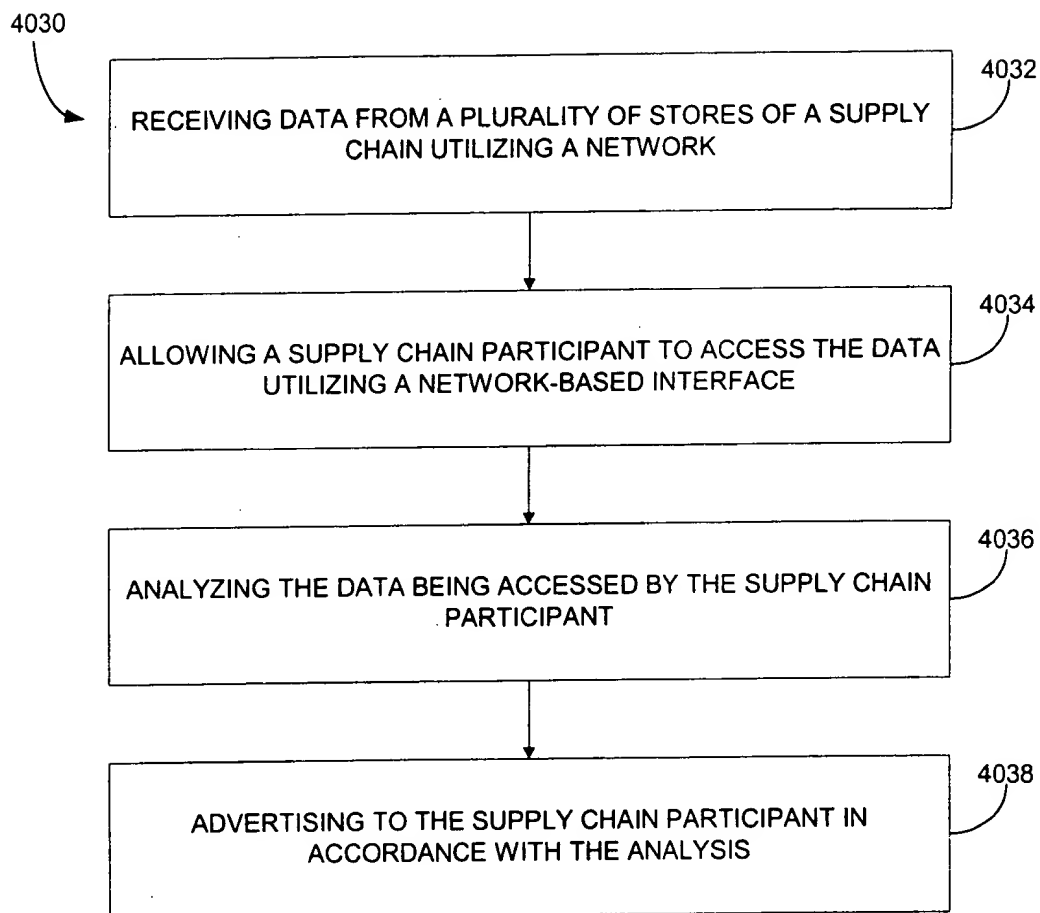
**FIG. 37**



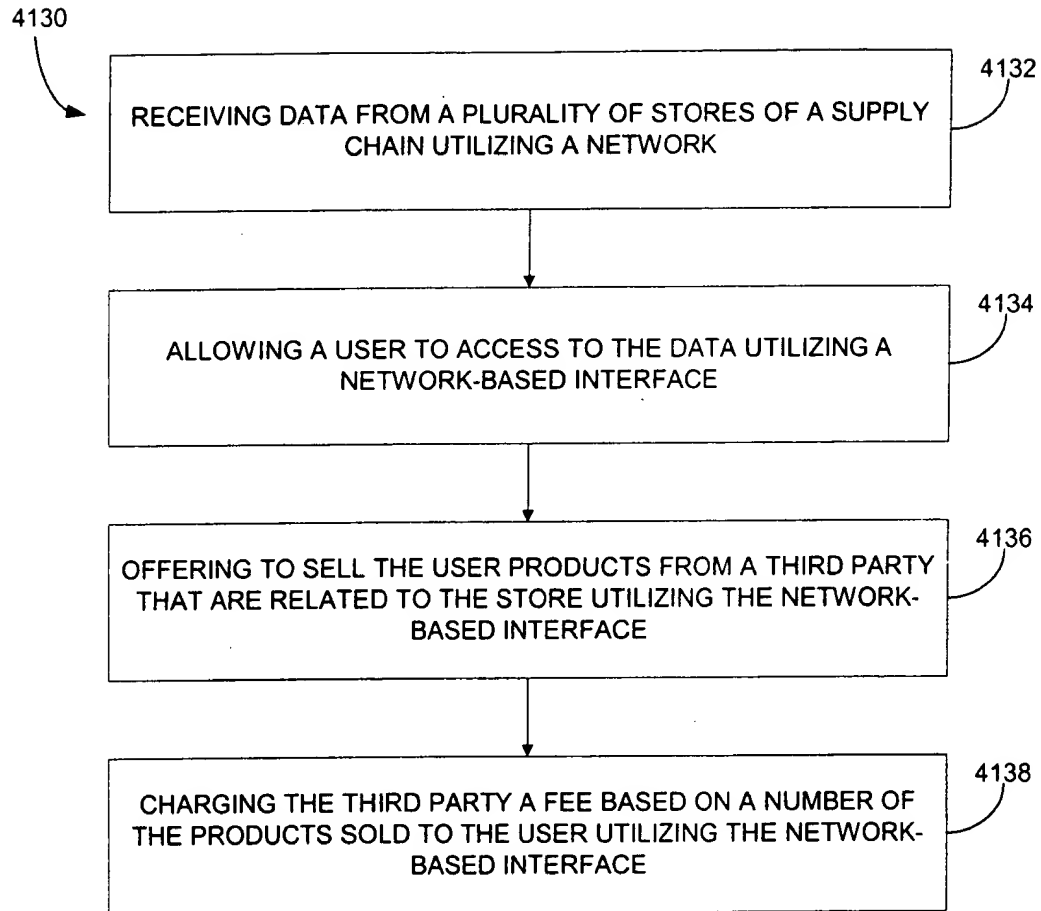
**FIG. 38**



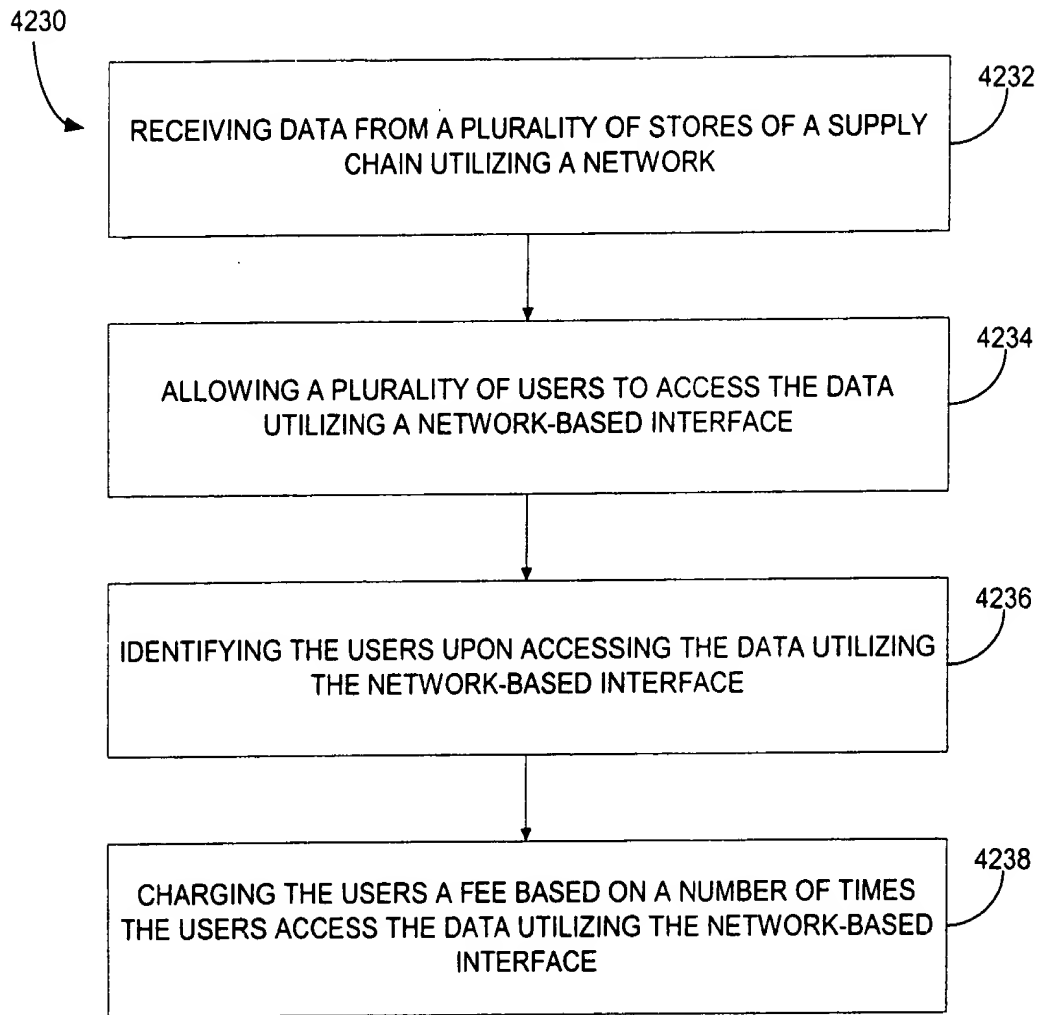
**FIG. 39**



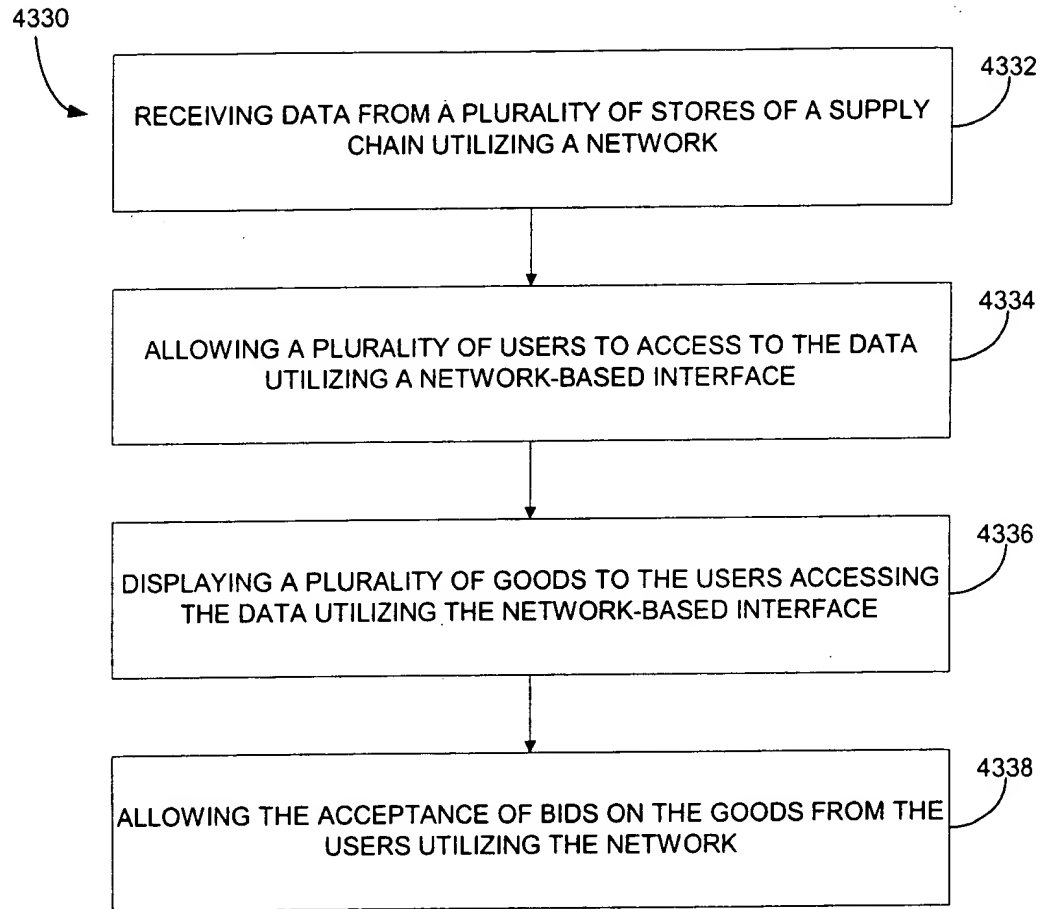
**FIG. 40**



**FIG. 41**

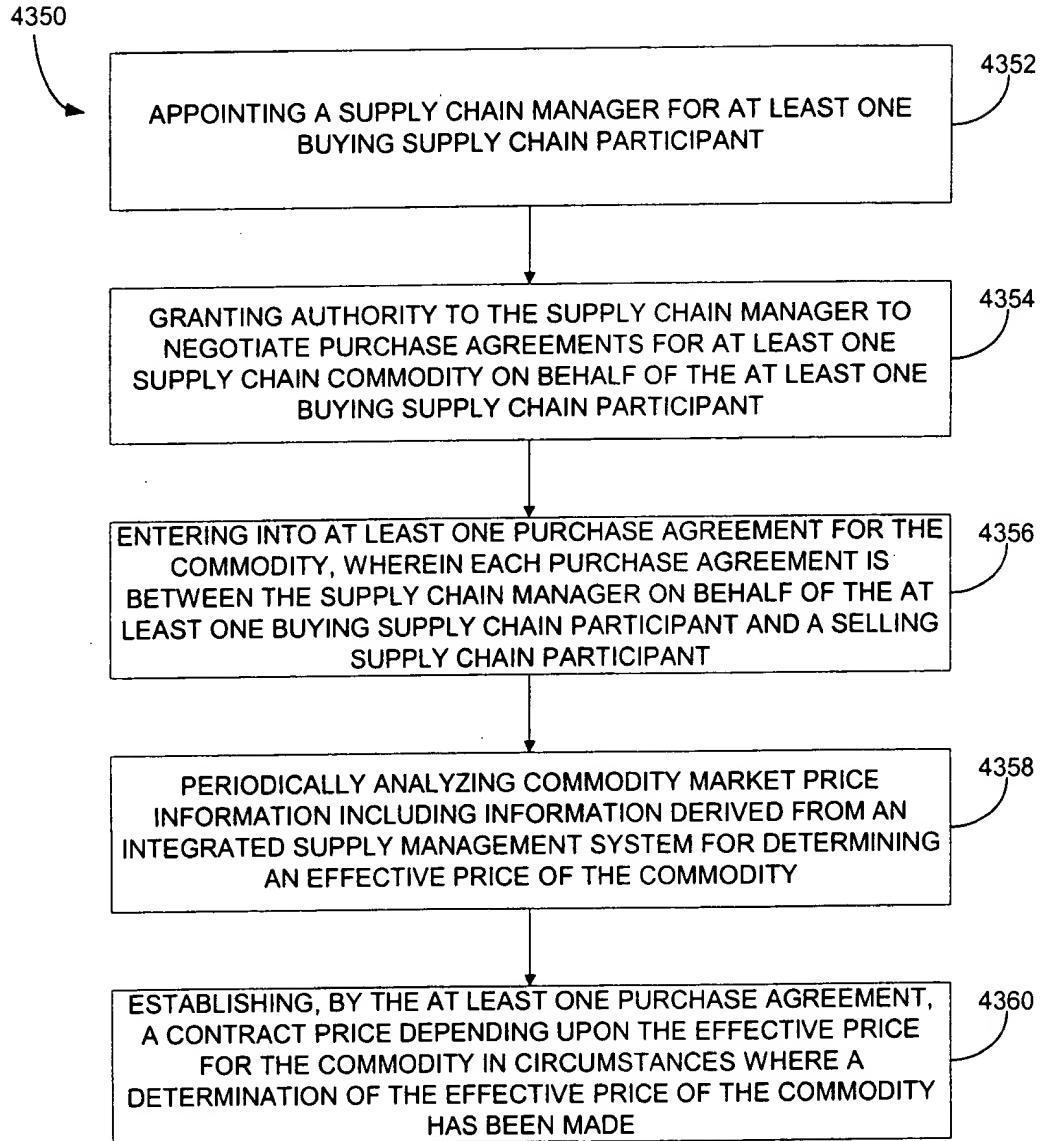


**FIG. 42**

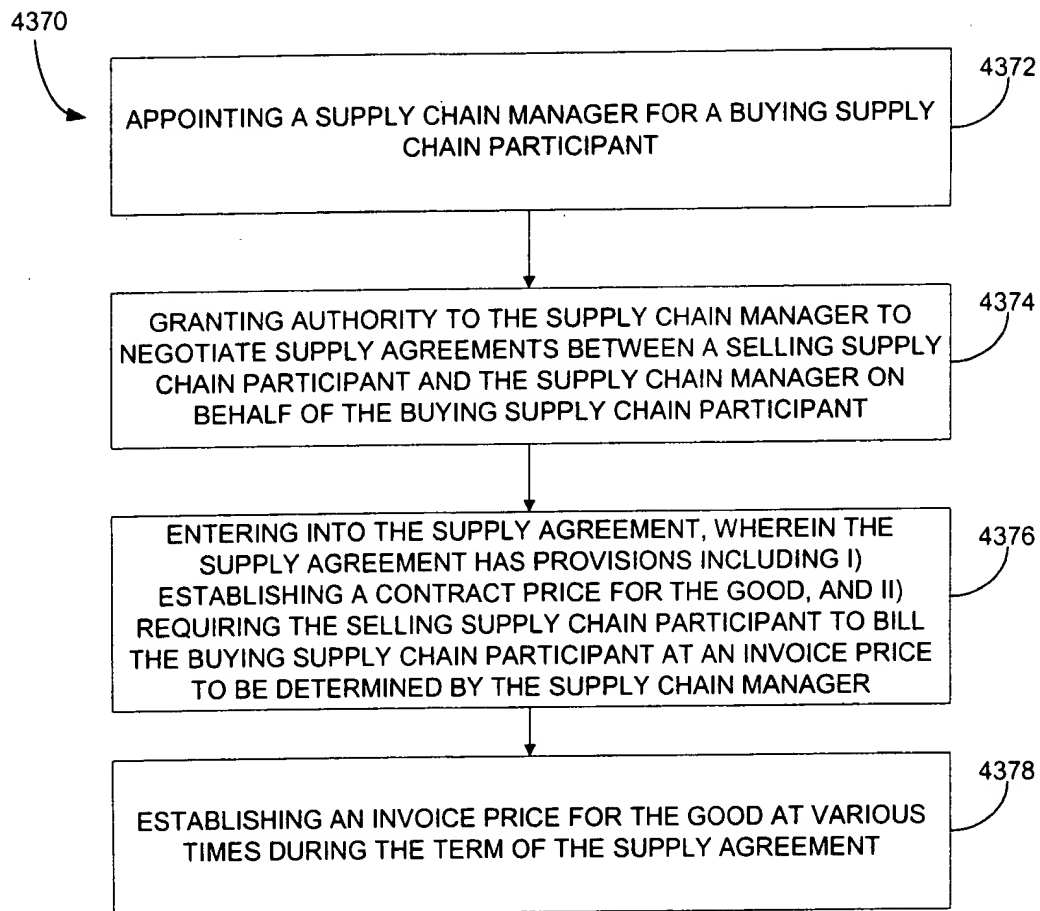


**FIG. 43A**

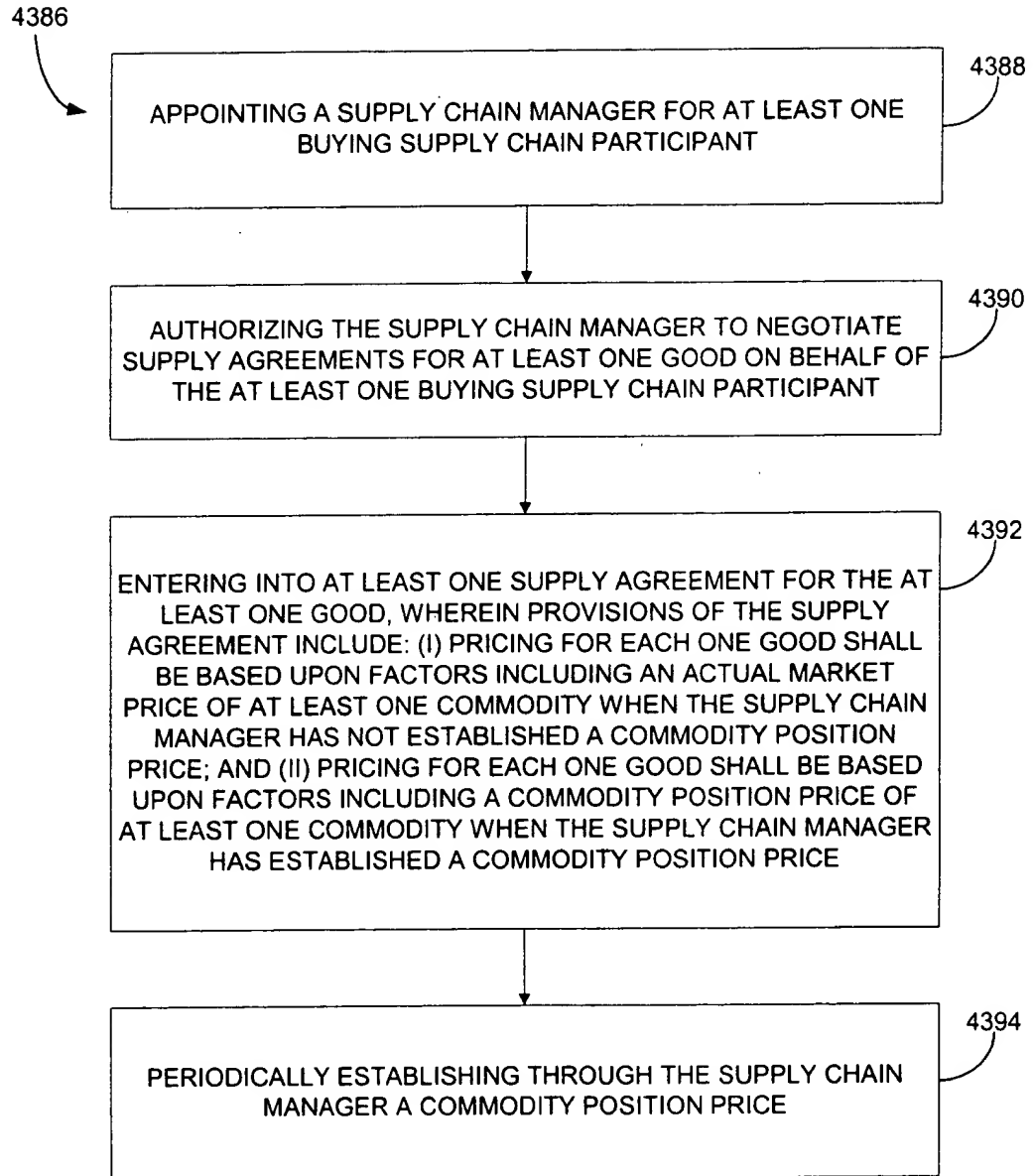




**FIG. 43B**



**FIG. 43C**



**FIG. 43D**

FIG. 44

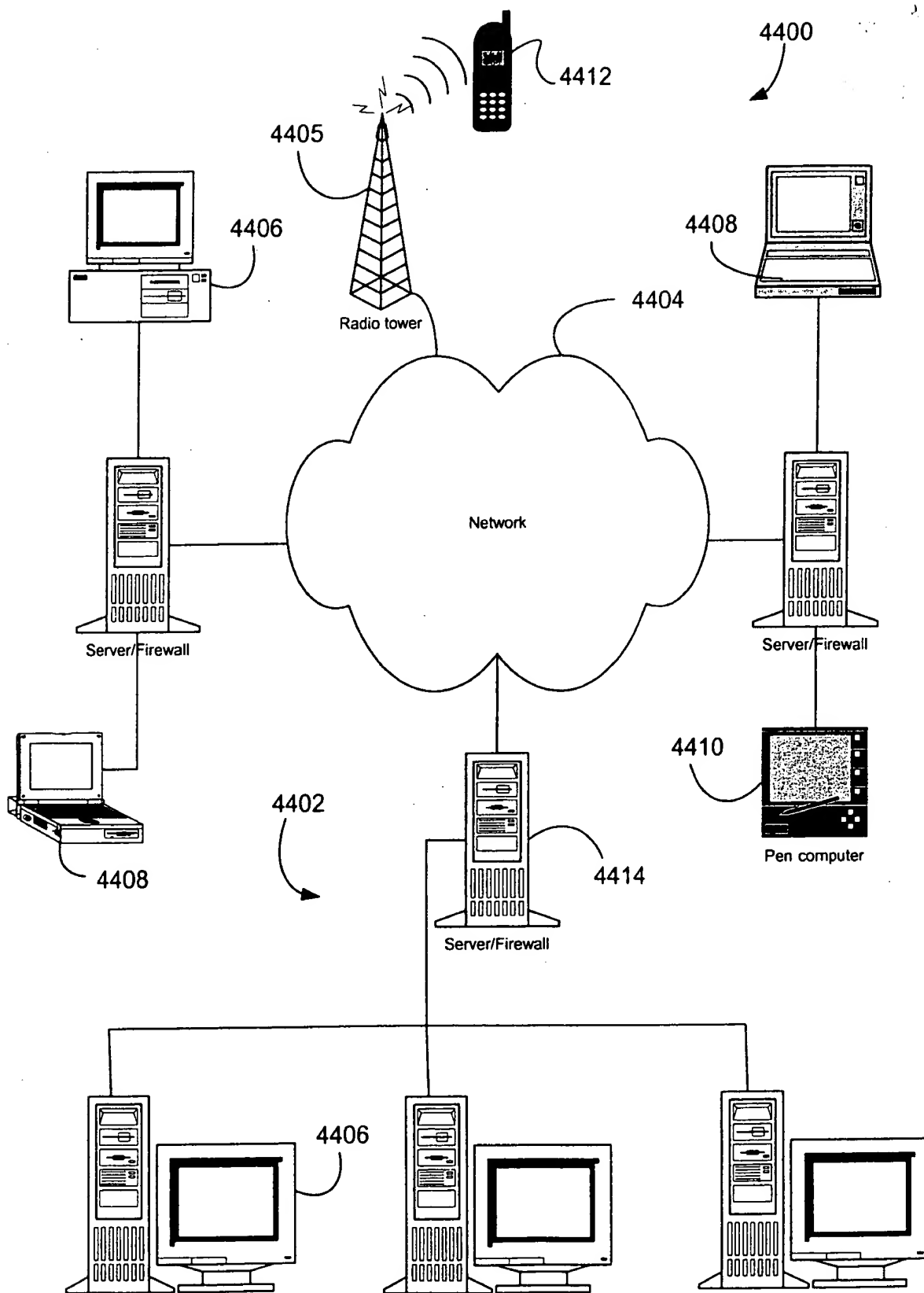


FIG. 44

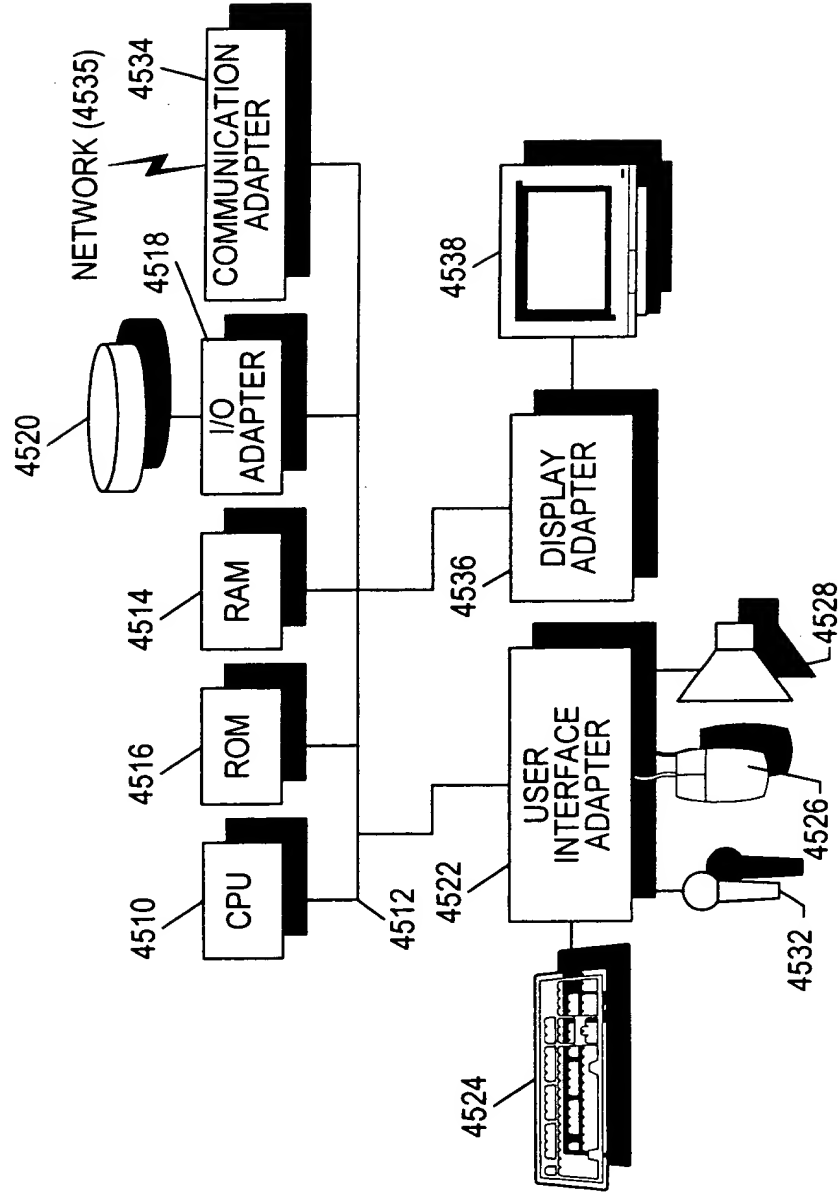
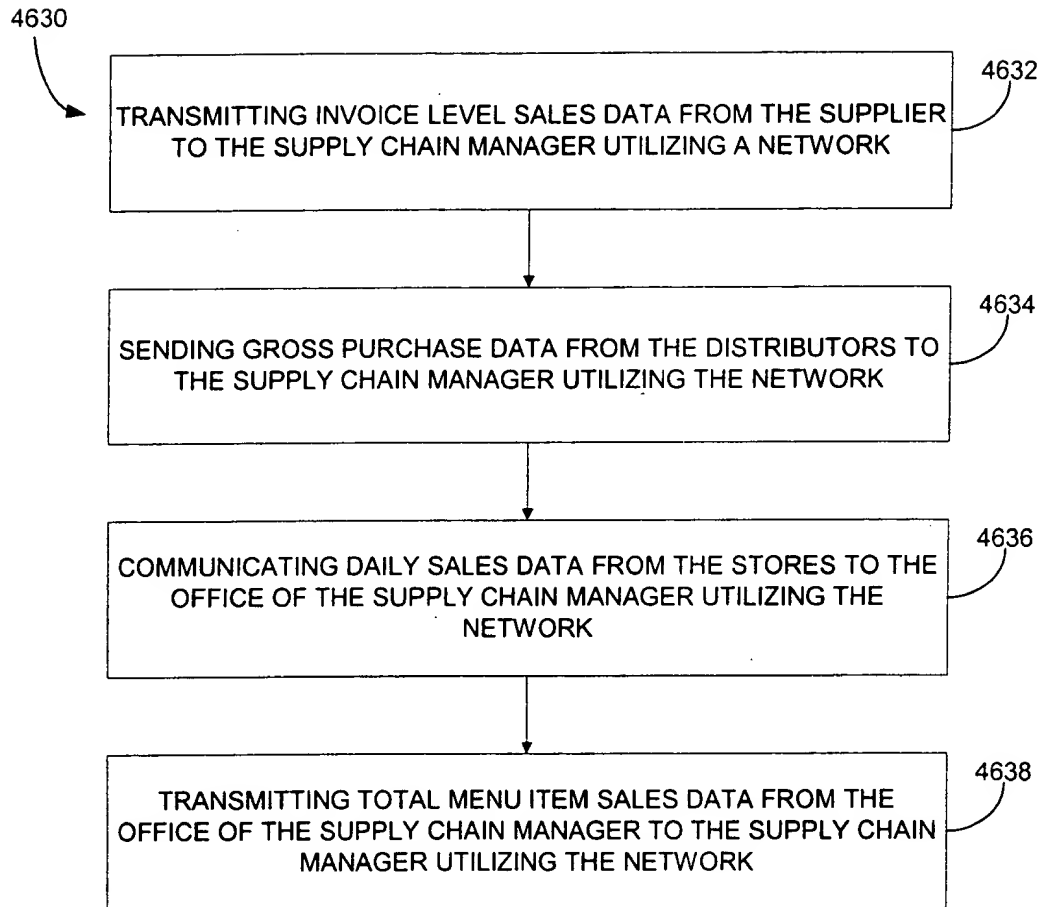
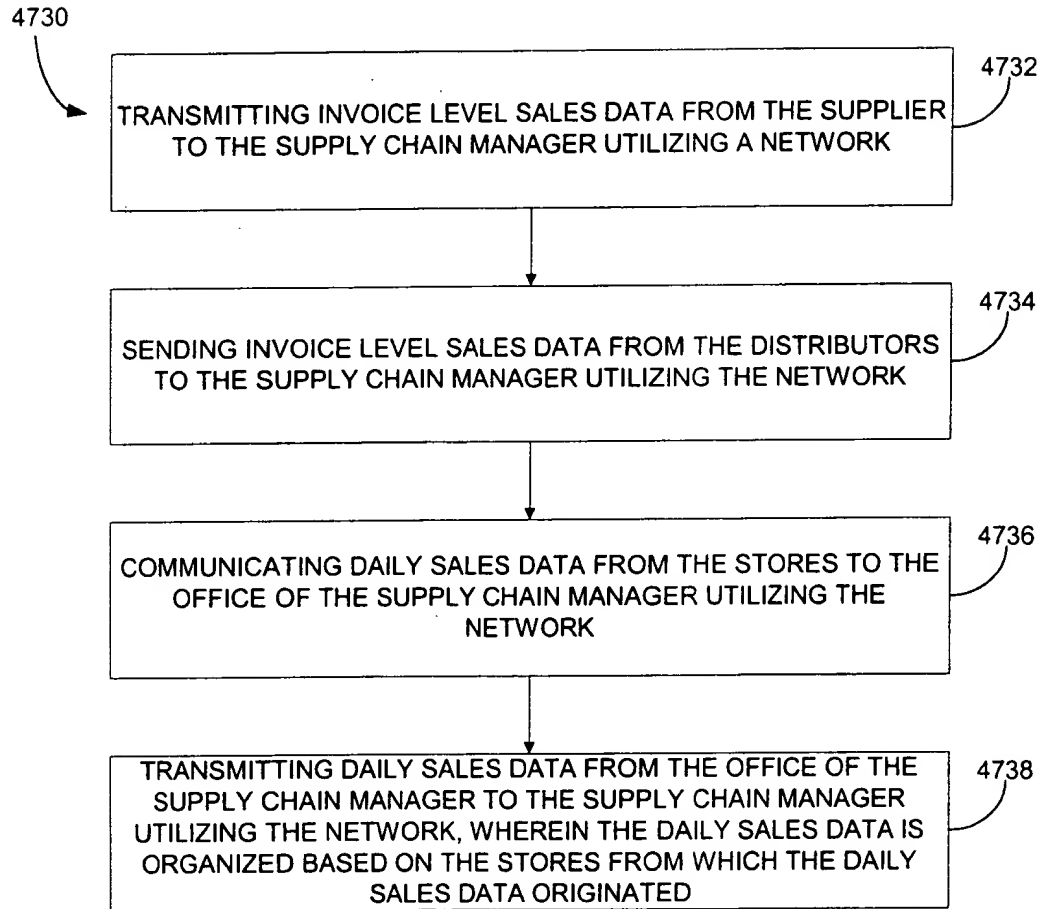


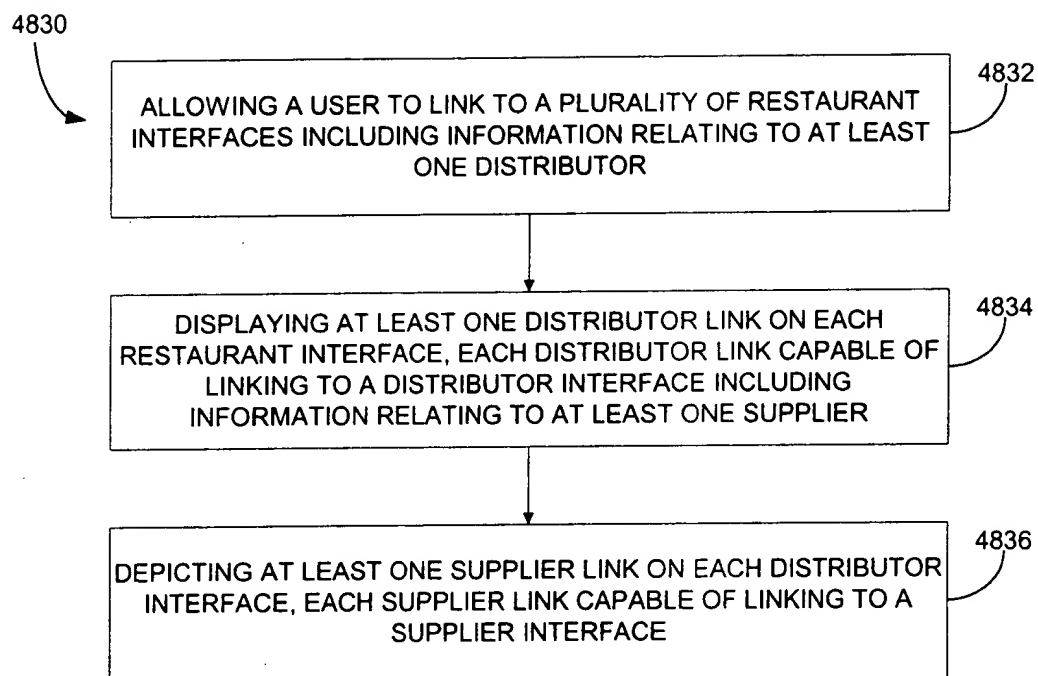
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



Restaurant Services, Inc. - Microsoft Internet Explorer

Address


http://www.rsweb.com/home/index.asp

Go

Links

RSI

4902



Contact Information

Map/Directions

General Information



Legal Information

More About RSI

Help

BK link

NFA link

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Enter Site

Click For Help

About RSI

4904


Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900



Internet

FIG. 49

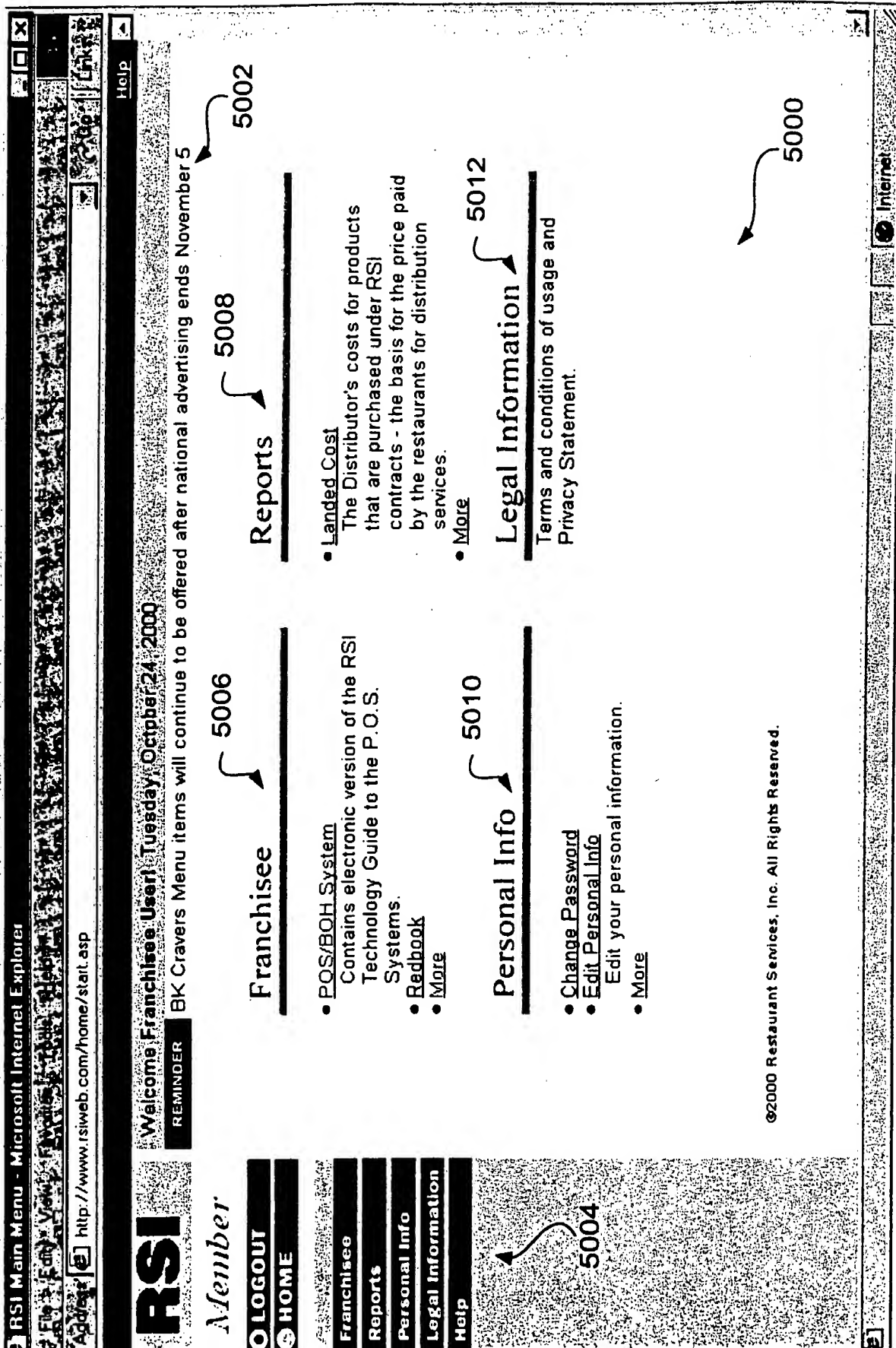
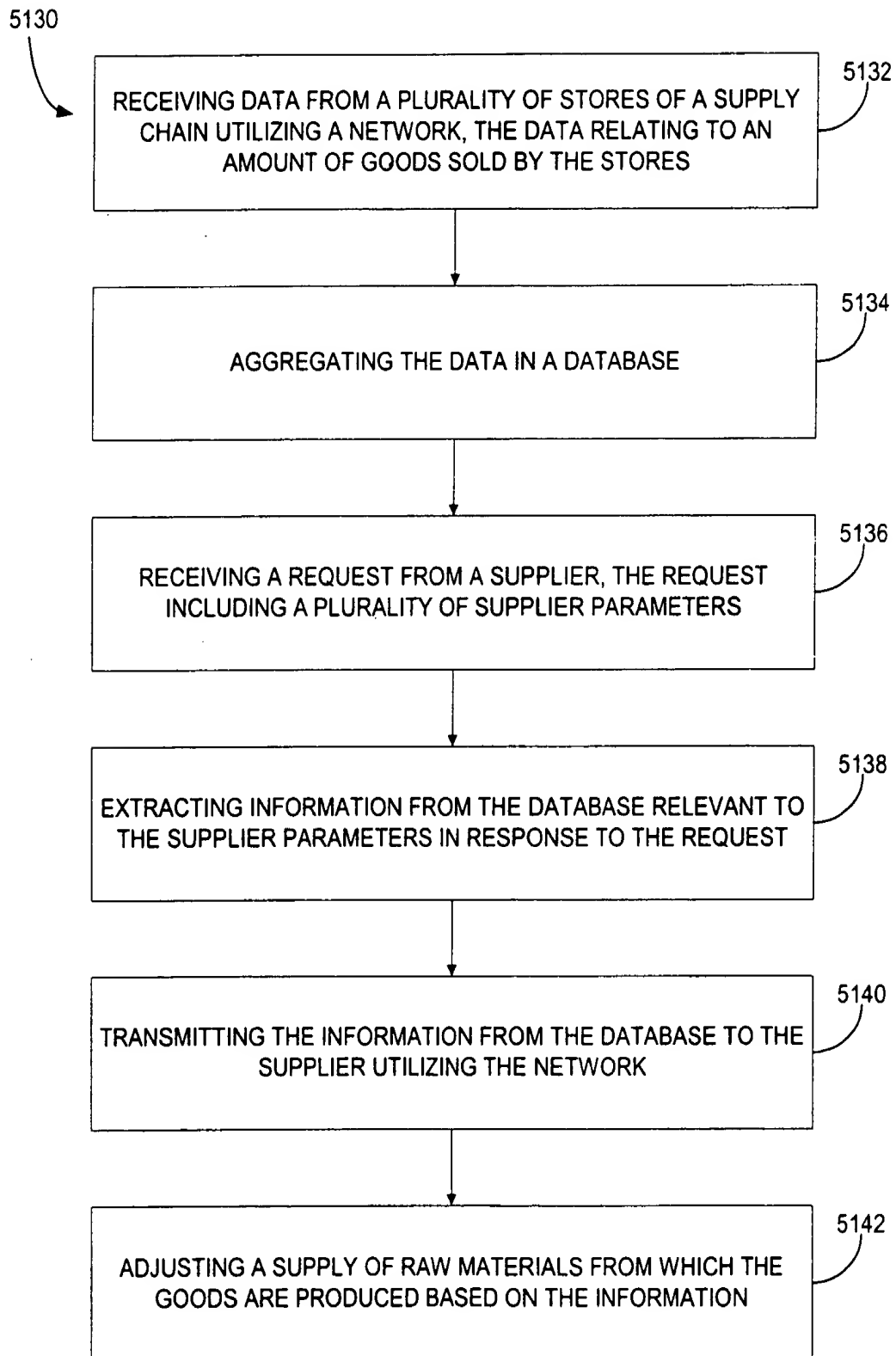
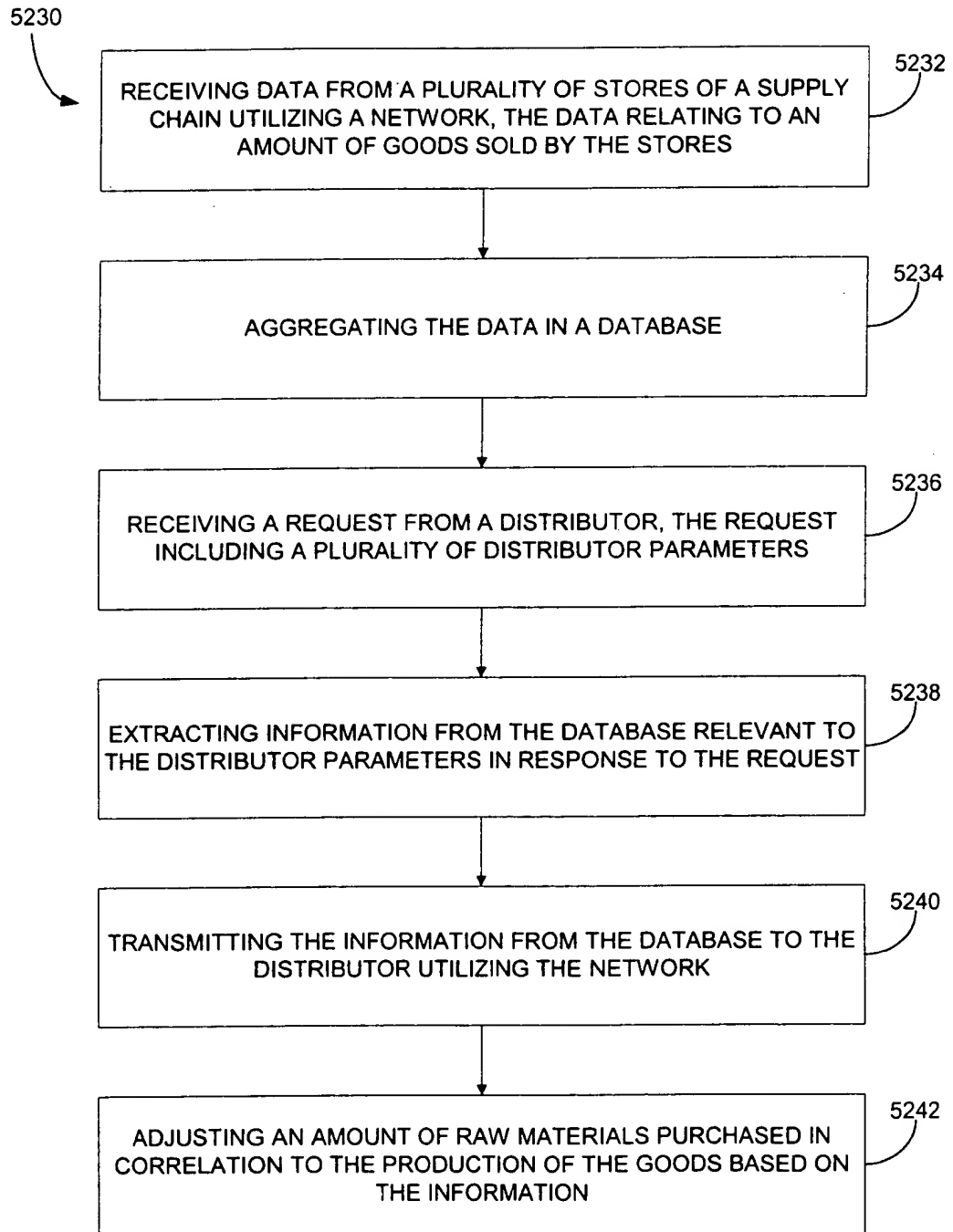


FIG. 50





**FIG. 52**

T09080" 2409T860

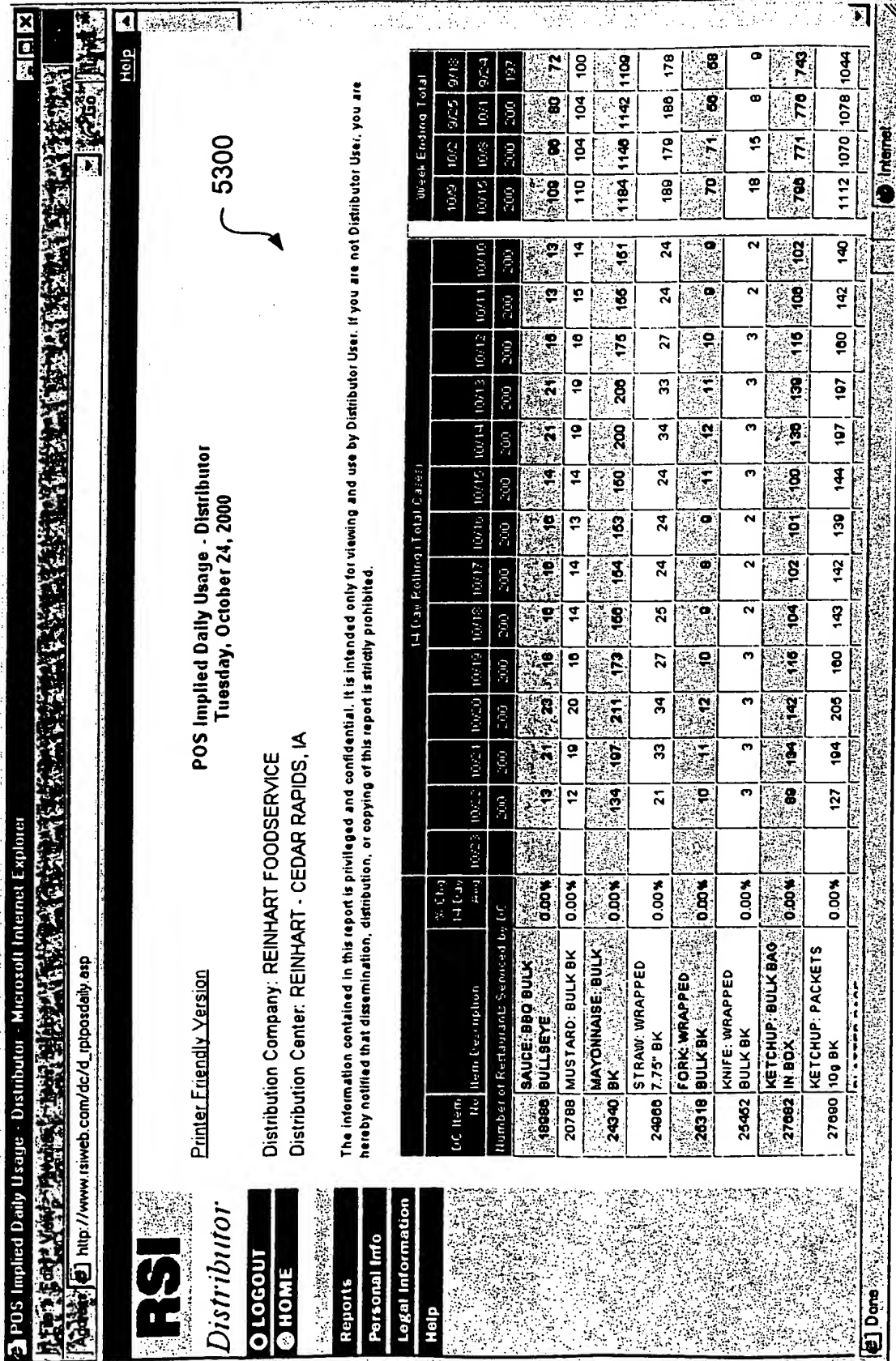


FIG. 53



**ISE**

## Suppliers

**Q LOGOUT**

## Reports

## Personal Info

## Legal Information

**Help**

## POS Implied Daily Usage - Supplier

Supplier:

**TYSON FOODS**

# Rebelle

5500

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

**Supplier: TYSON FOODS**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

[illegible]

**Done**

**Internal**

**FIG. 55**



T 109030 " 3409T 850

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/fran/i\_pllc.asp?report=true

RSI

Member

LOGOUT

HOME

Franchisee Reports

Personal Info

Legal Information

Help

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

5600

Printer Friendly Version

Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

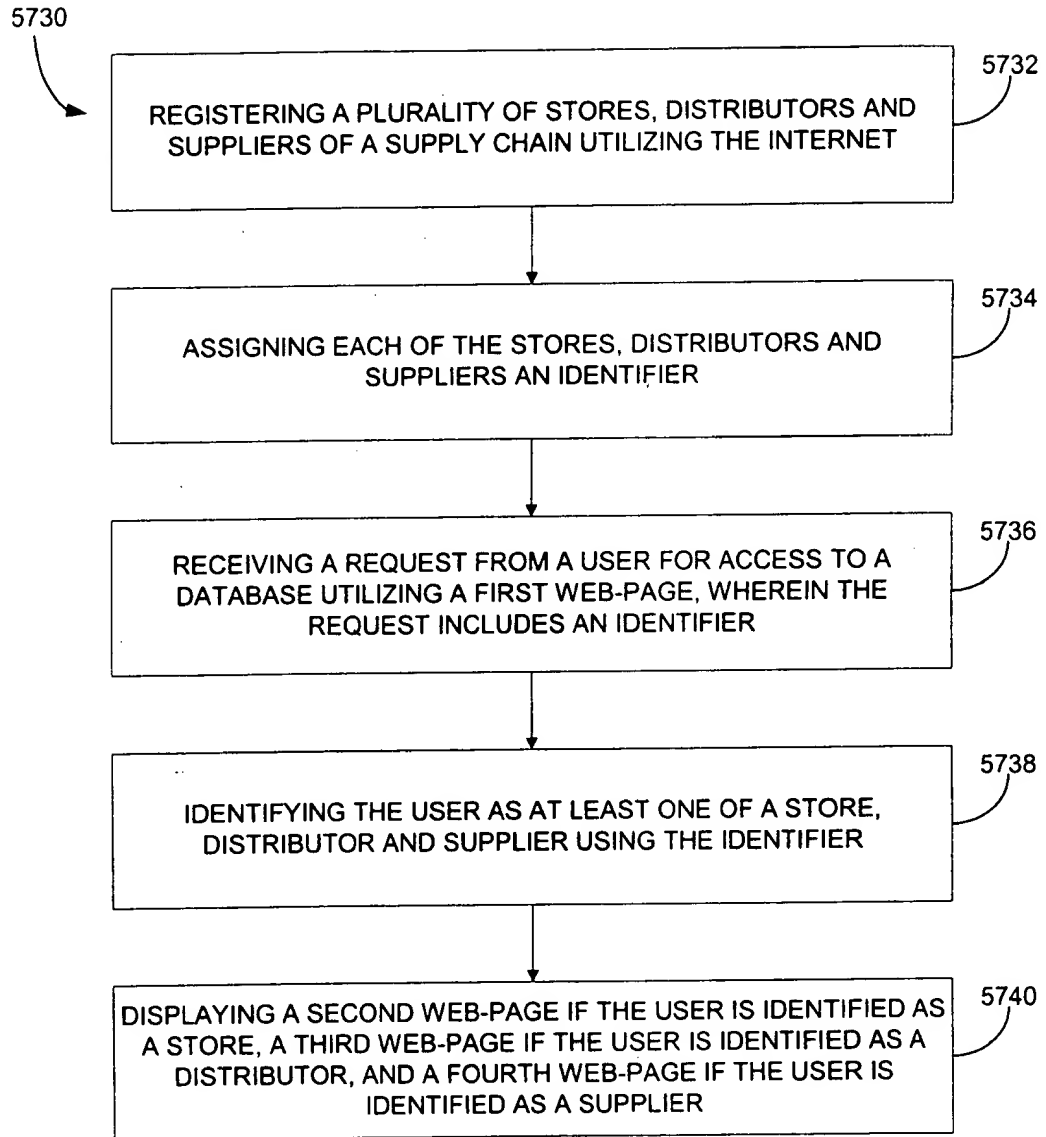
The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4438	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18080	309	SAUCE-BULK-KRAFTBULL'EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20769	87	MUSTARD-BULK-30AL	\$8.45	\$1.57	\$10.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done

FIG. 56





**FIG. 57**

5804

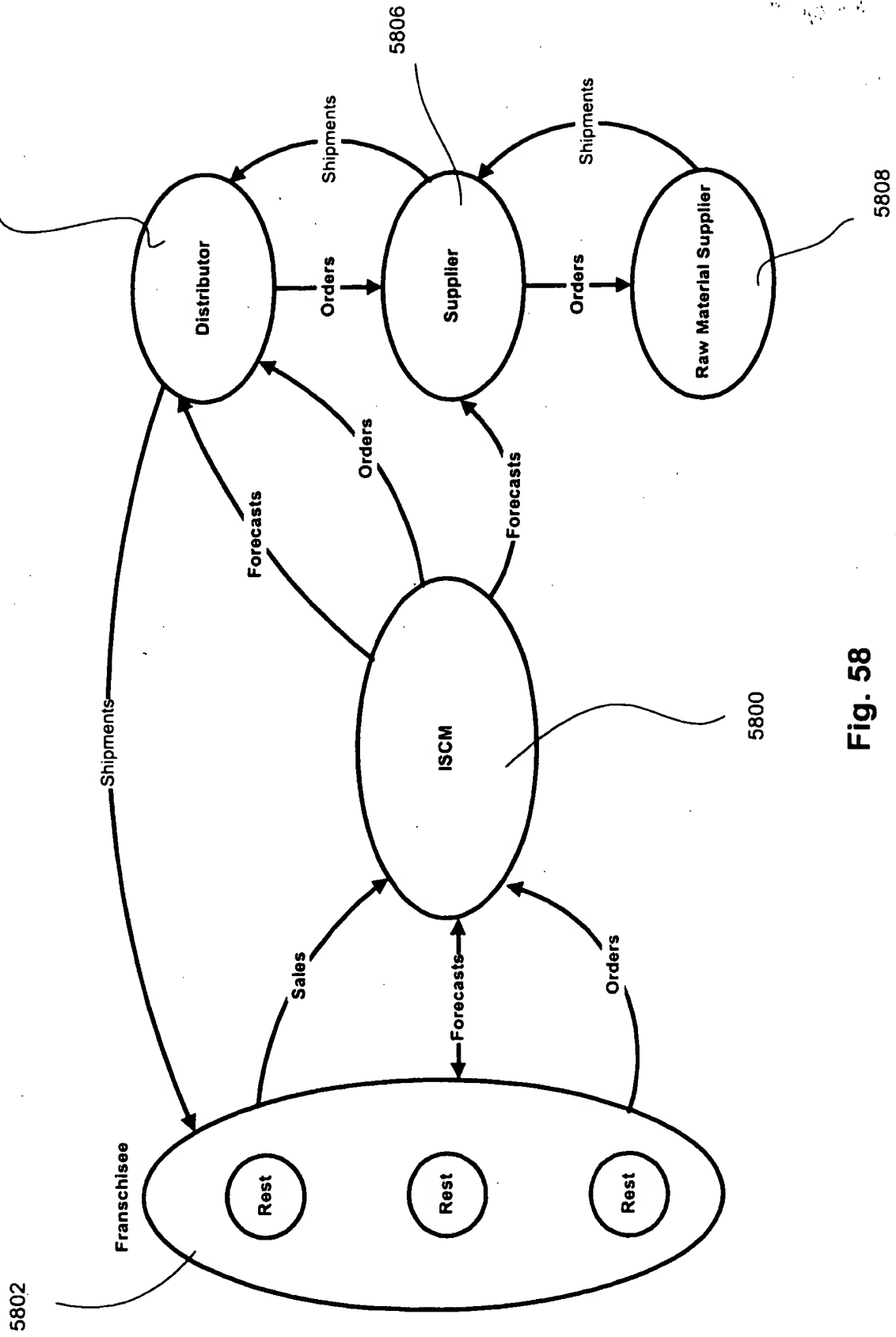
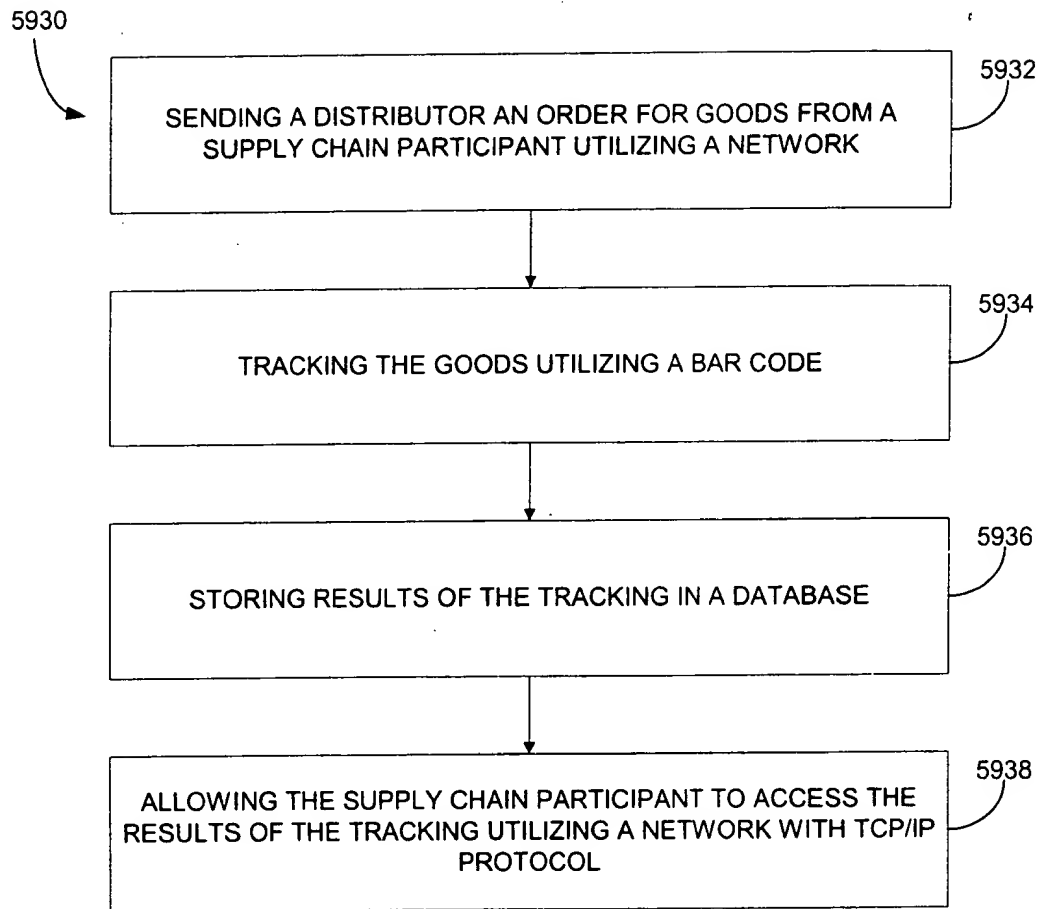


Fig. 58



**FIG. 59**

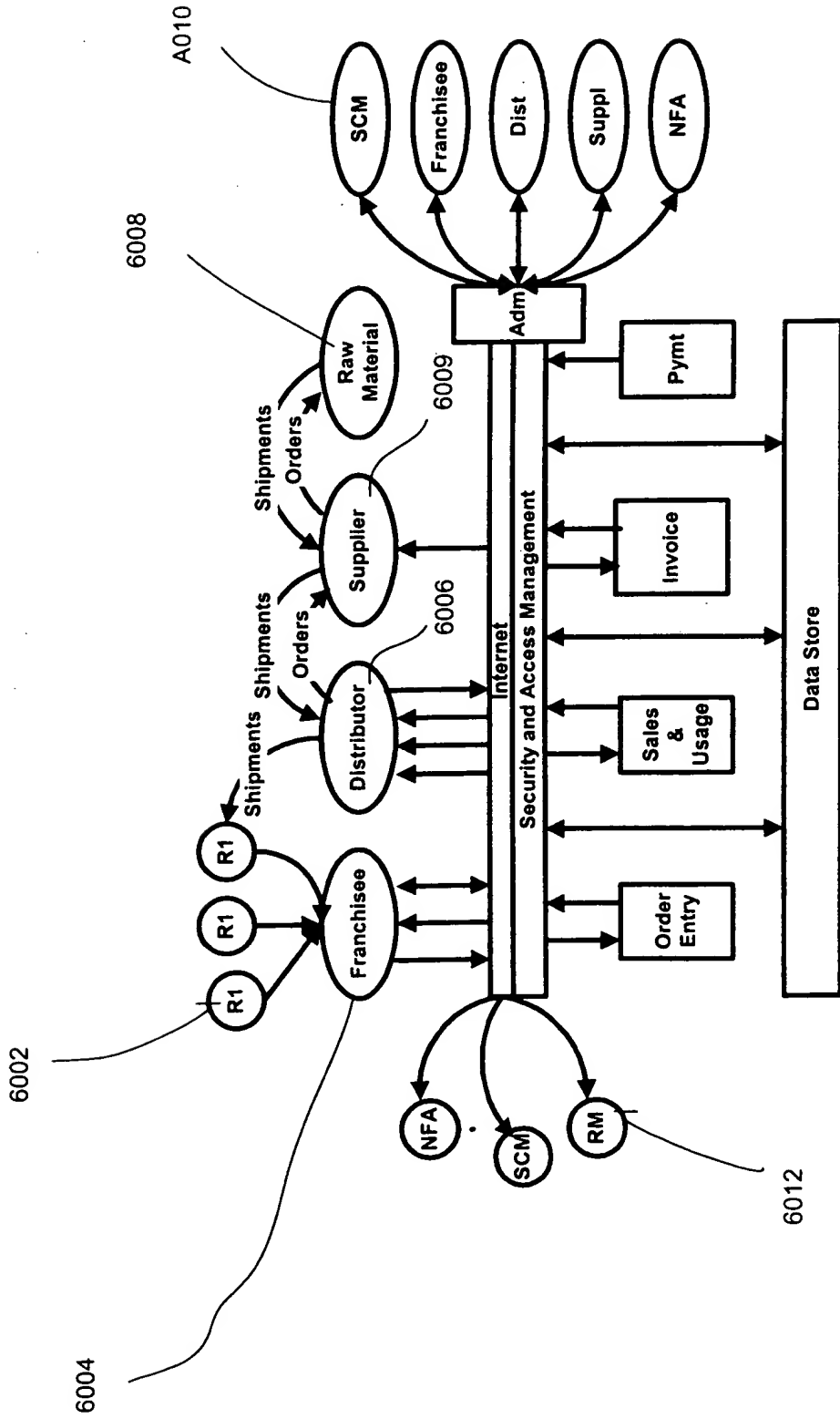


Fig. 60

FIG. 61

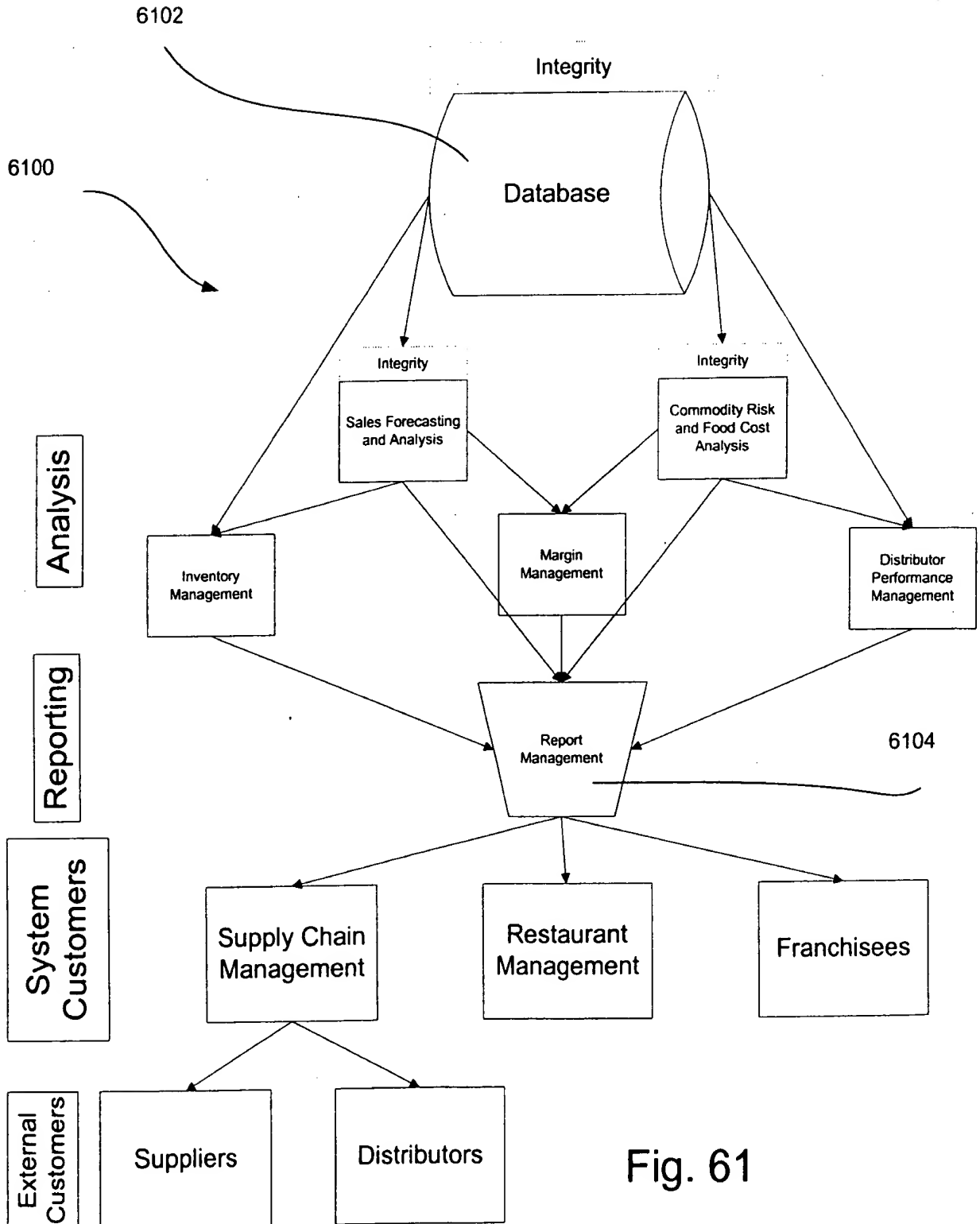
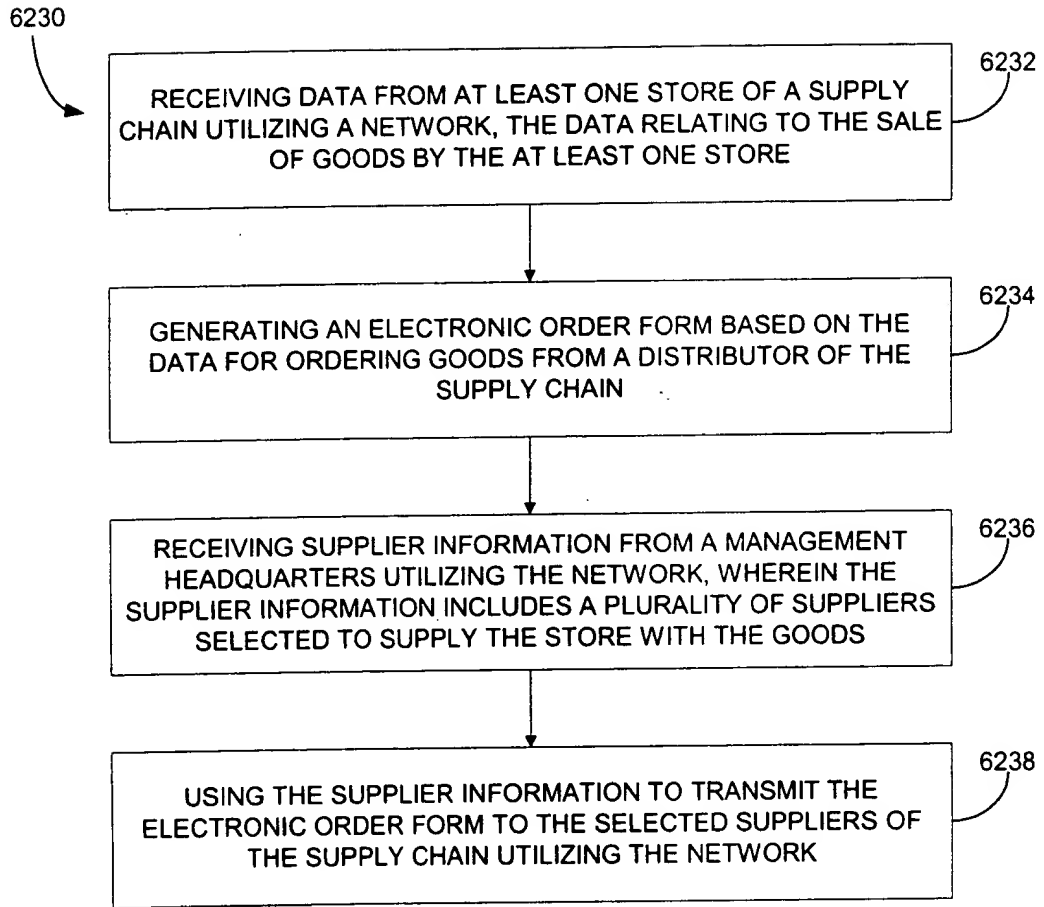


Fig. 61



**FIG. 62**

6300

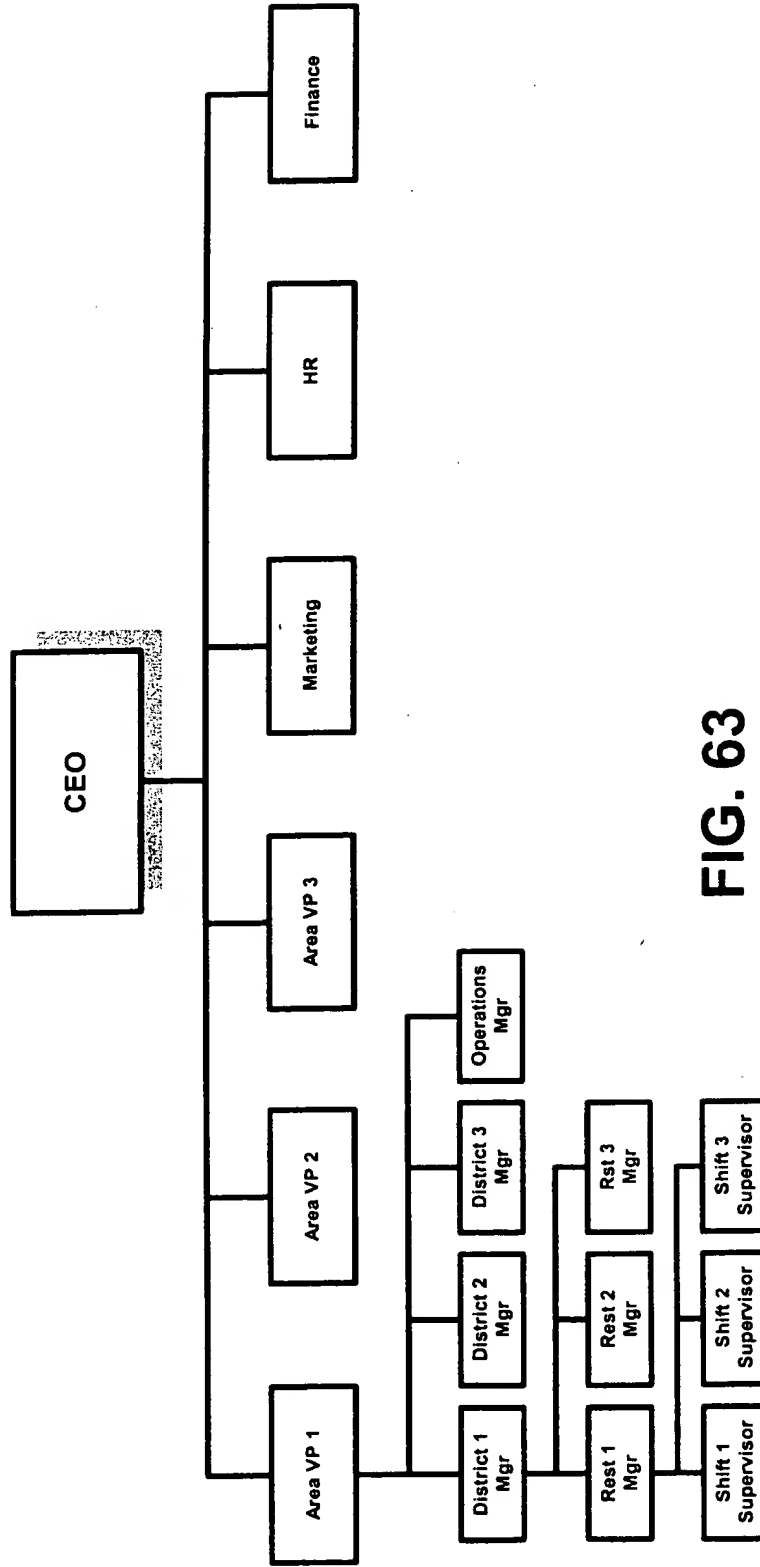
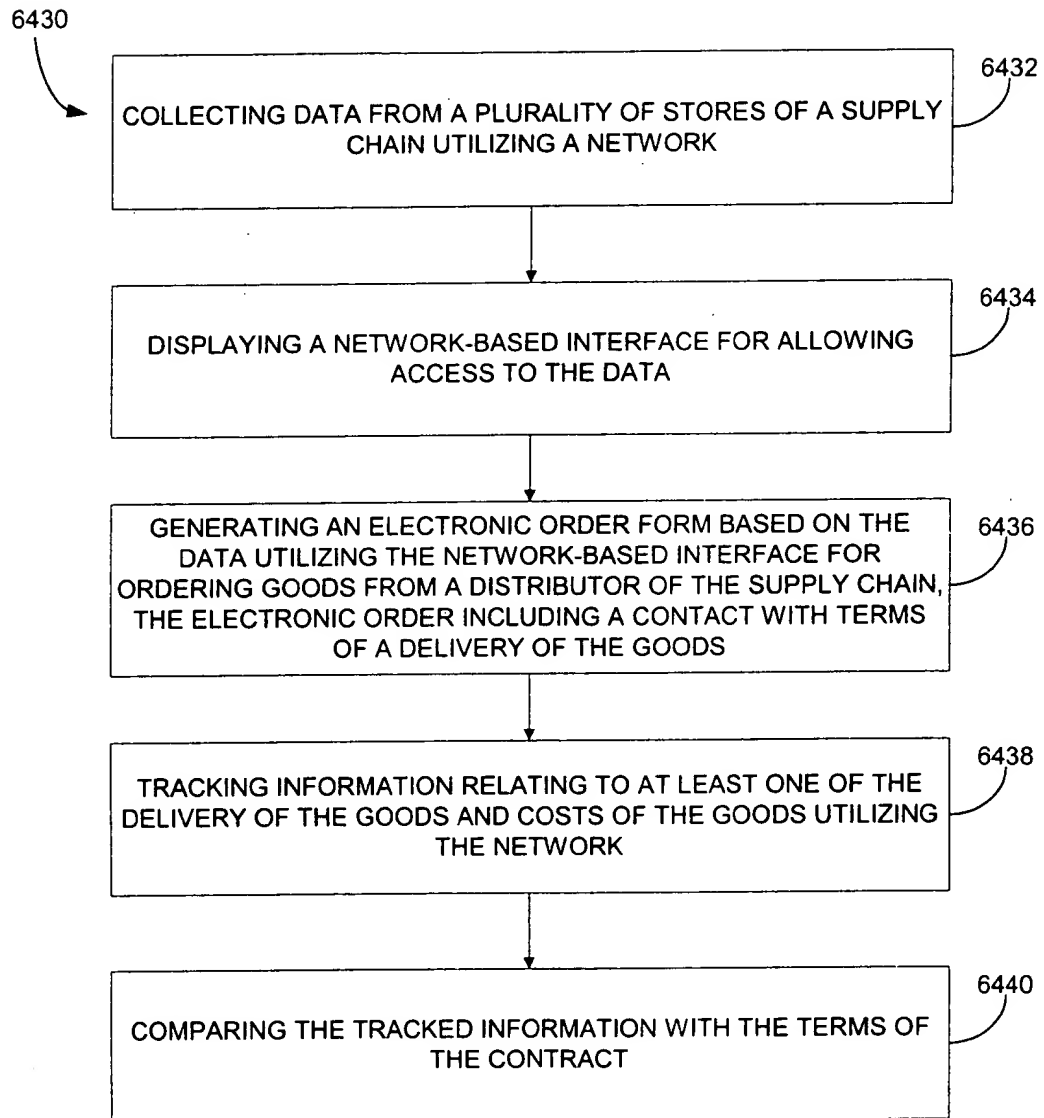


FIG. 63



**FIG. 64**



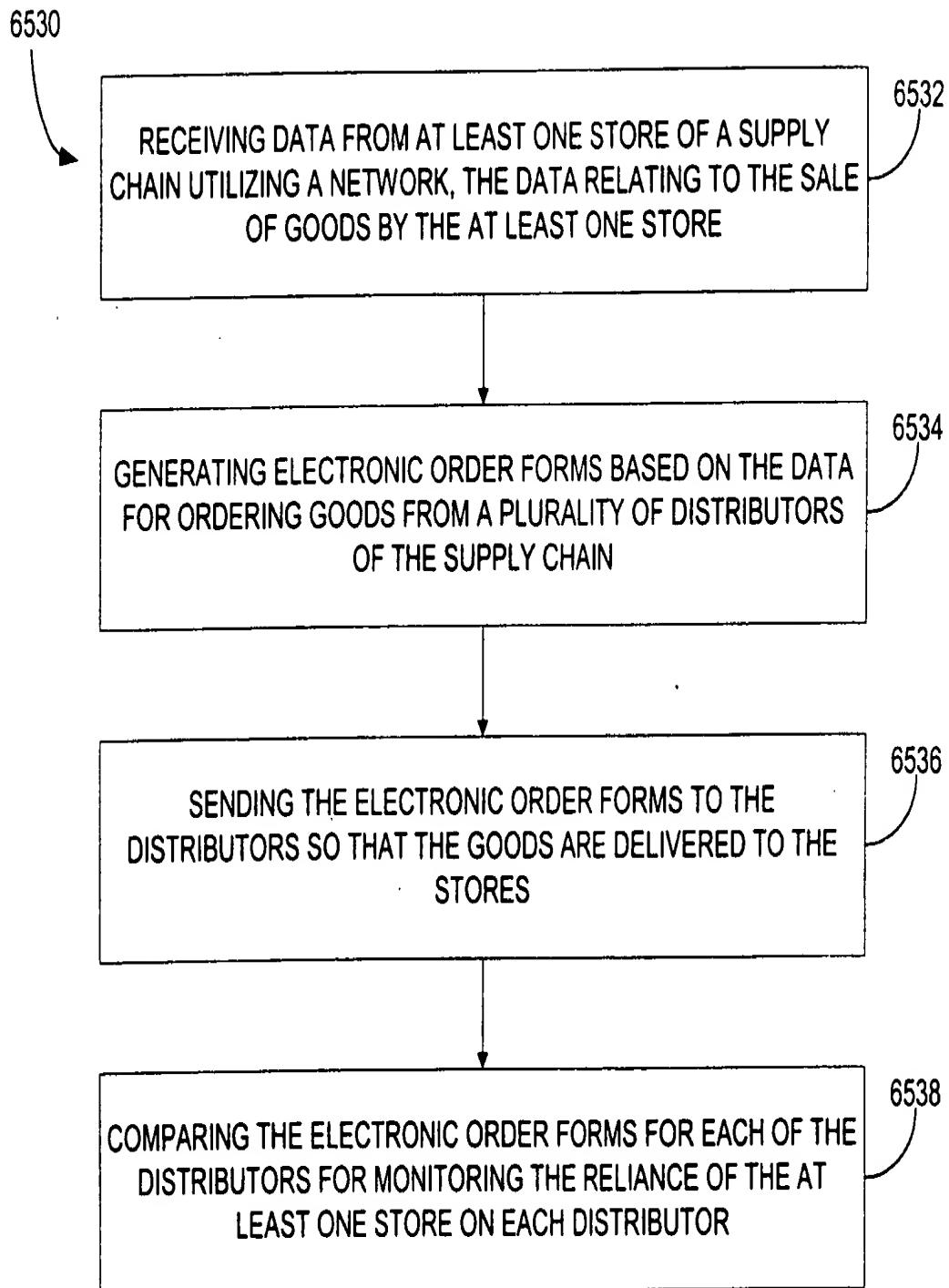
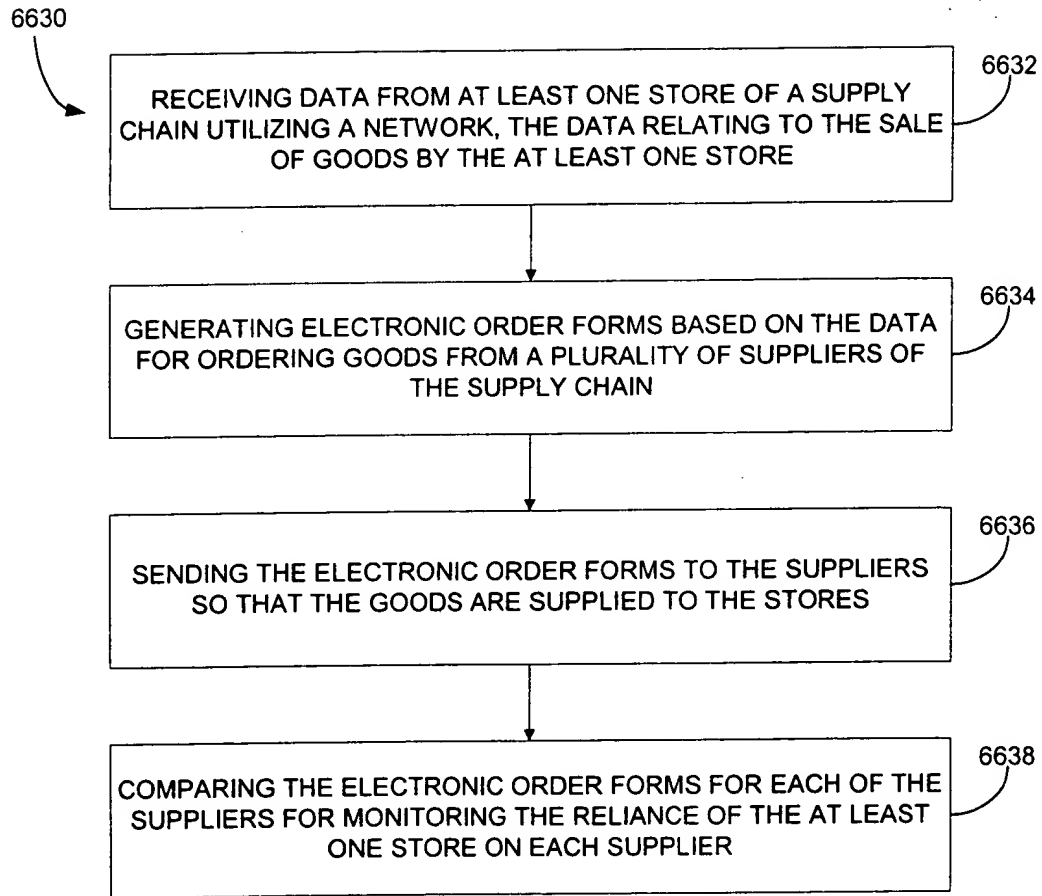
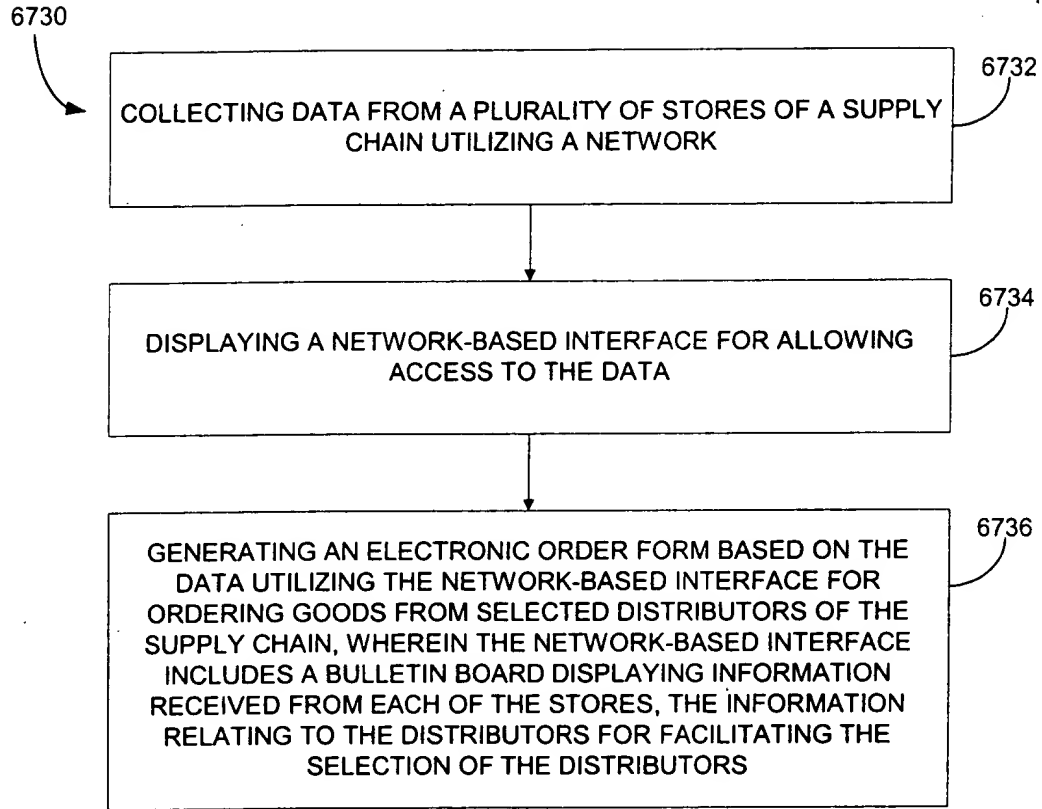


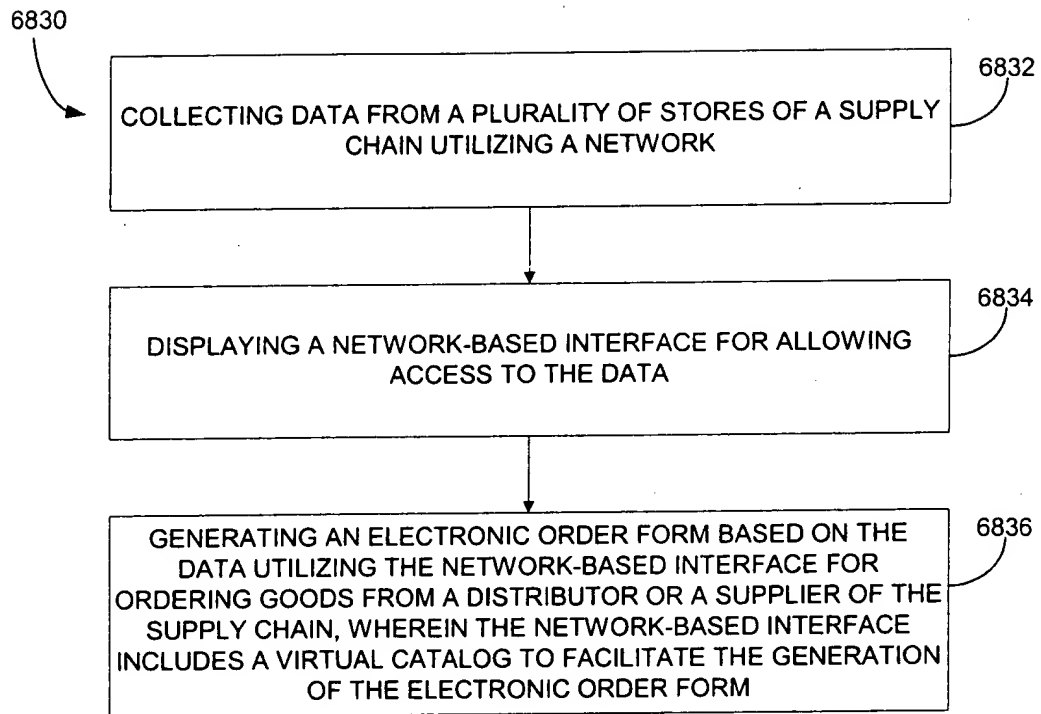
FIG 65



**FIG. 66**



**FIG. 67**



**FIG. 68**

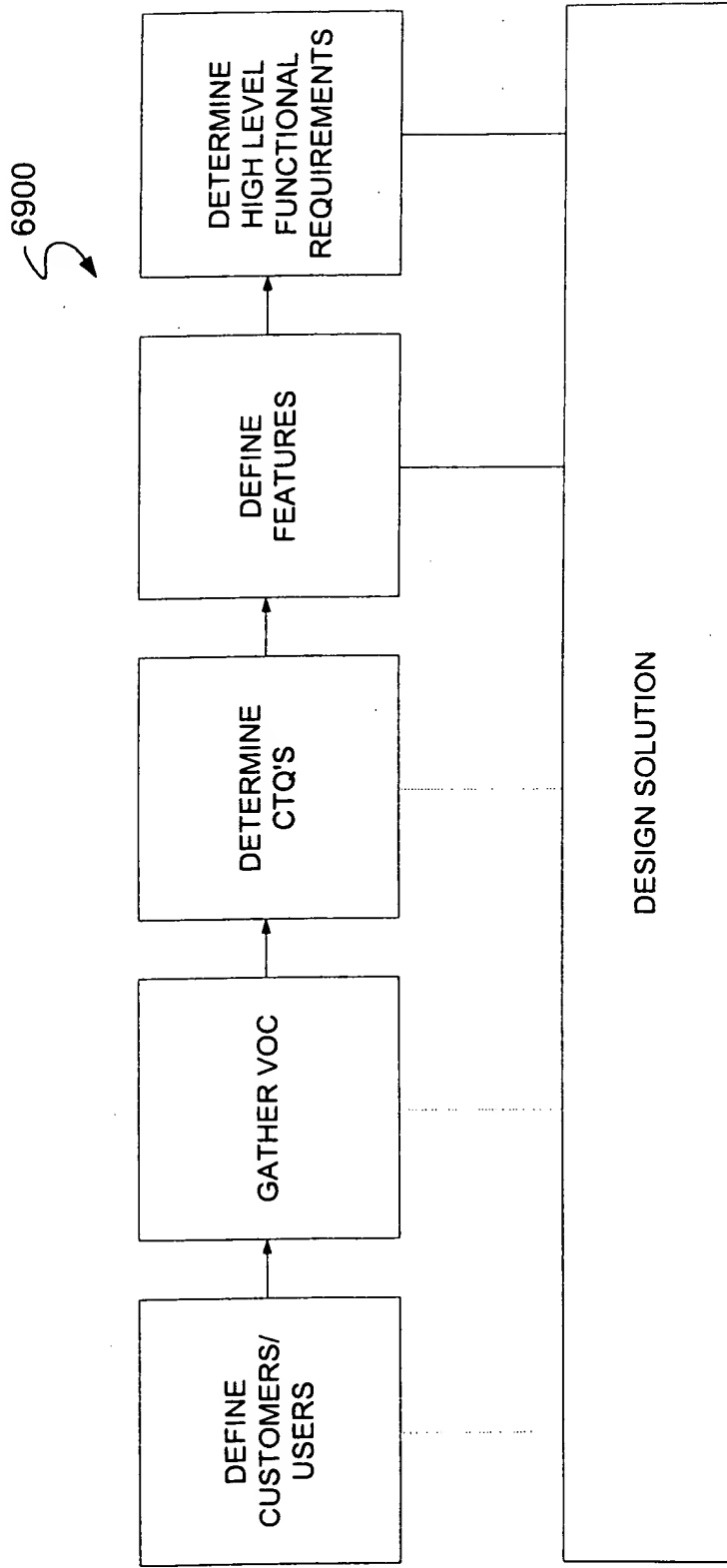
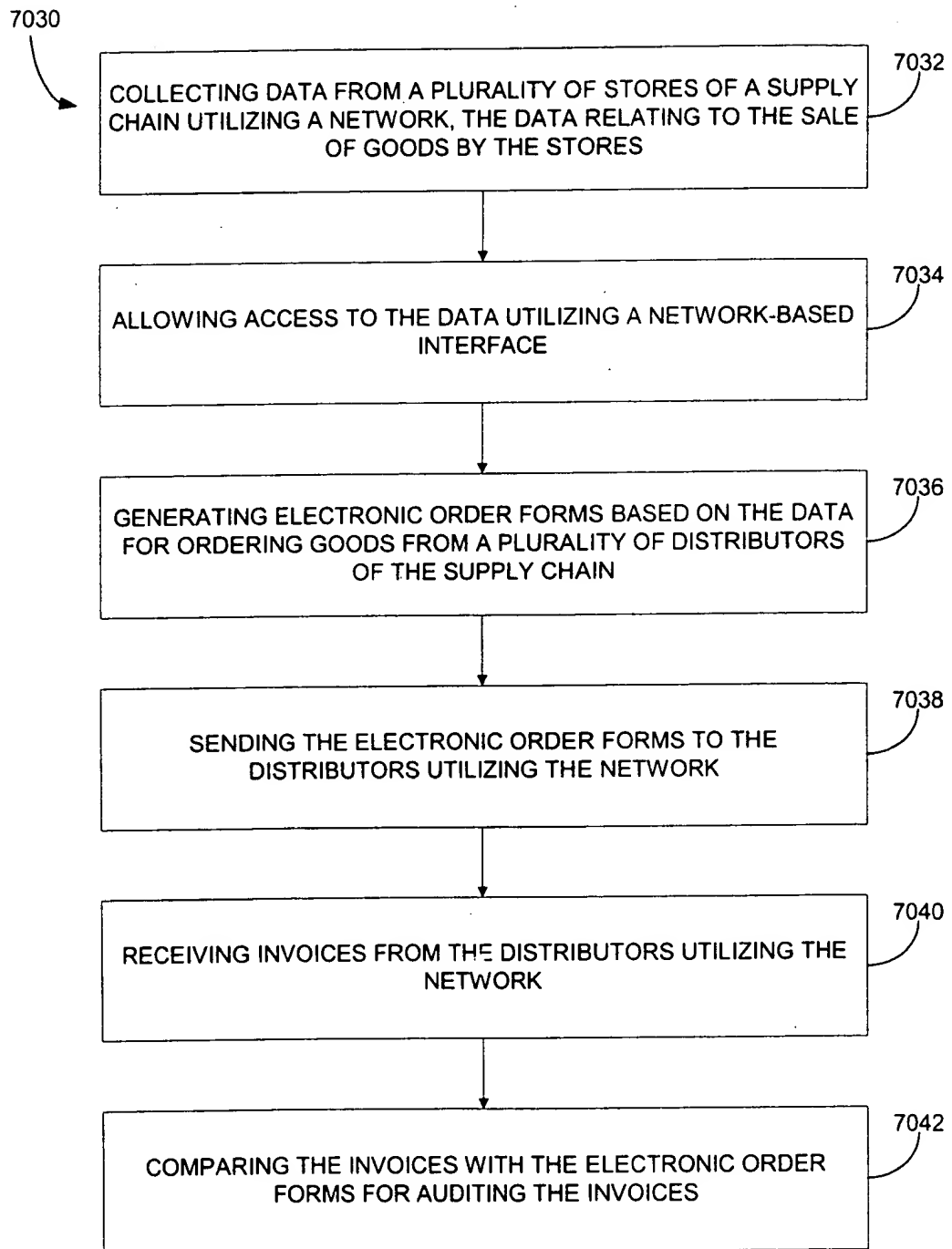
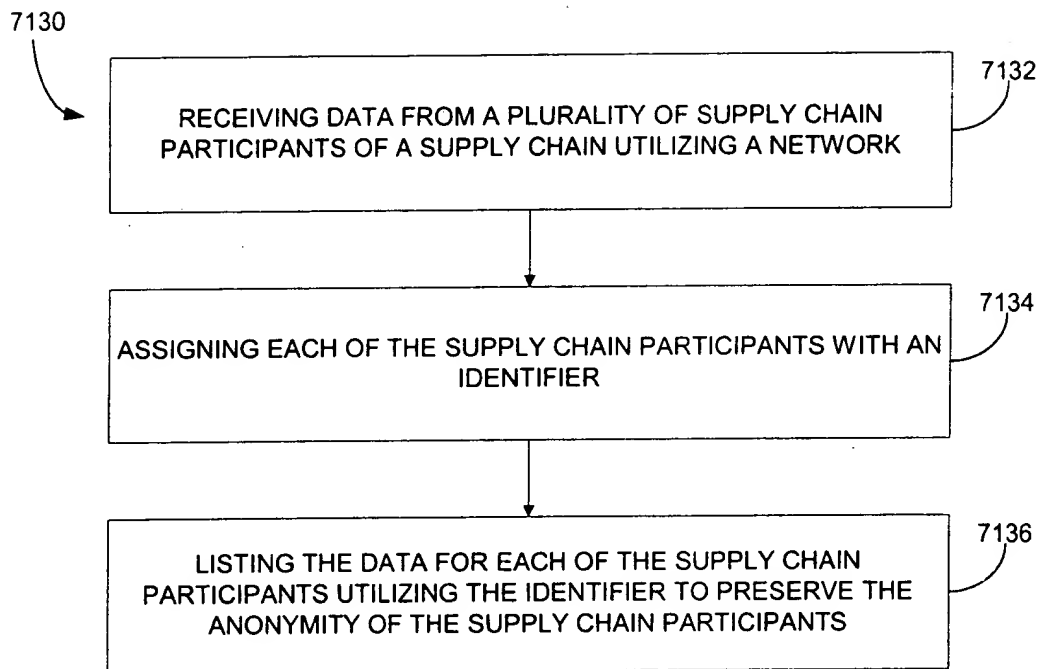


FIG. 69



**FIG. 70**



**FIG. 71**

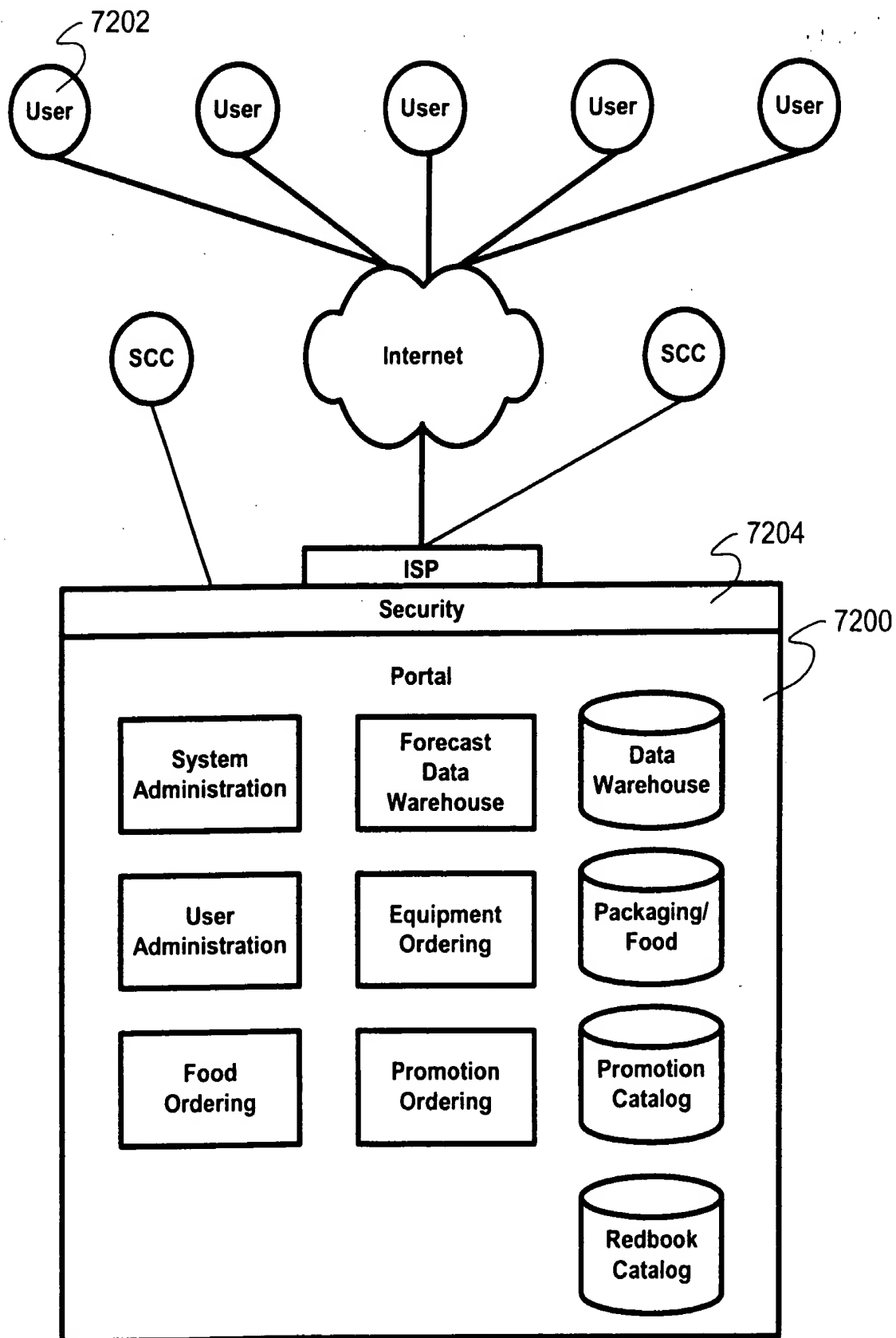


FIG 72



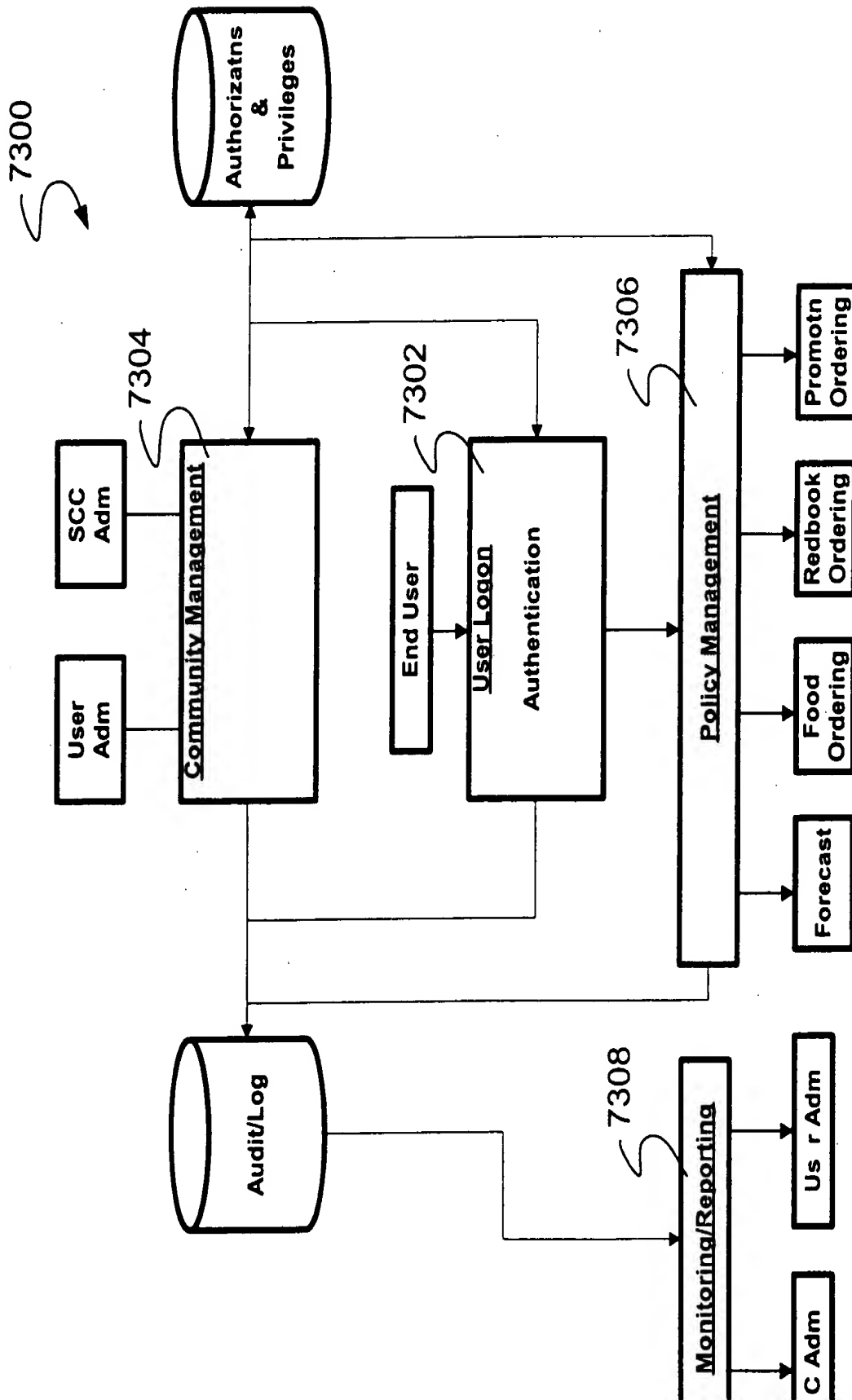


FIG. 73

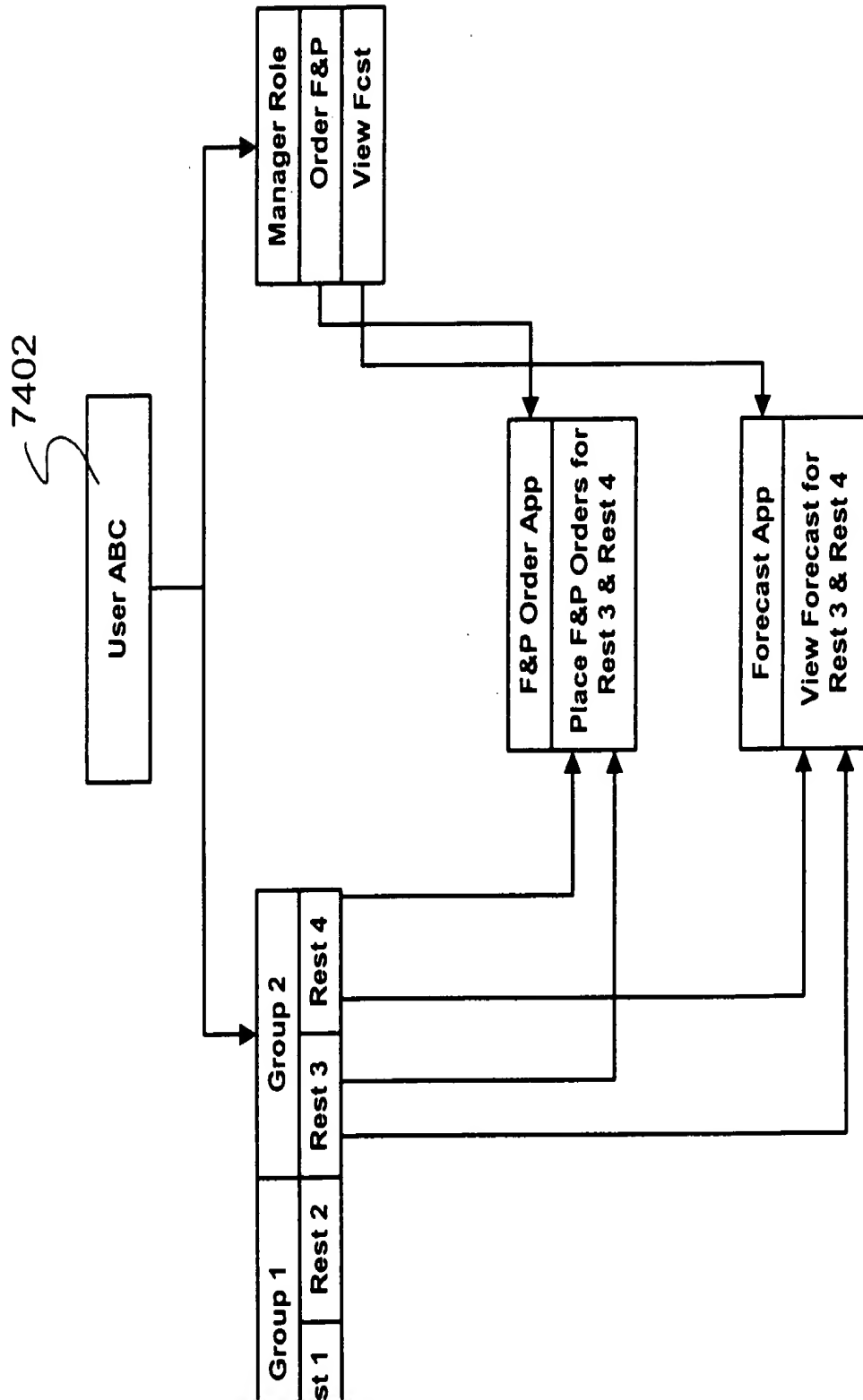


FIG. 74

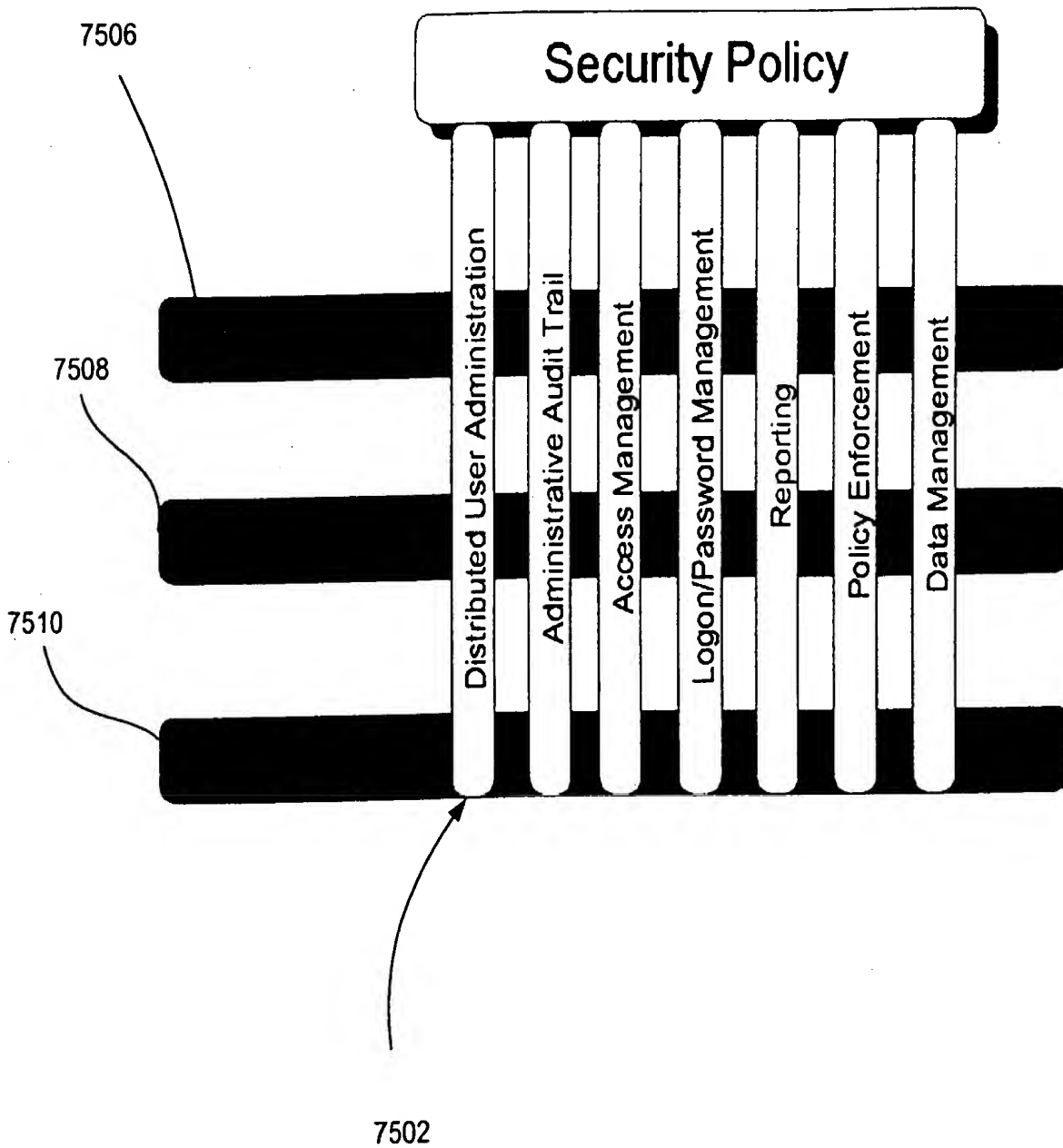


Fig. 75

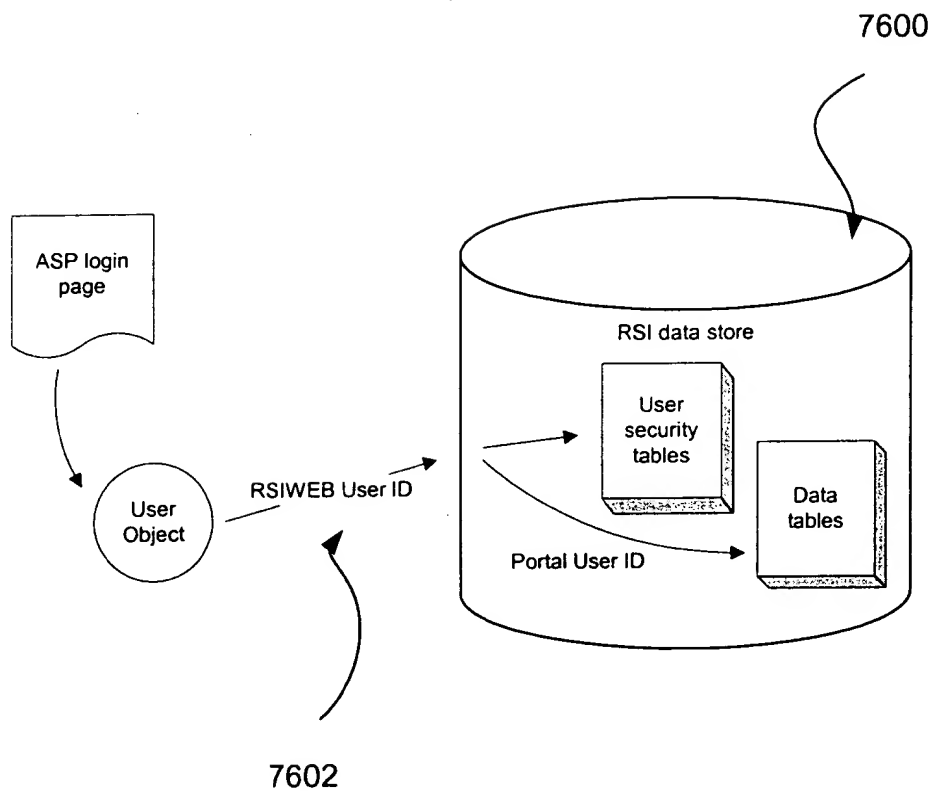


Fig. 76

FIG. 77

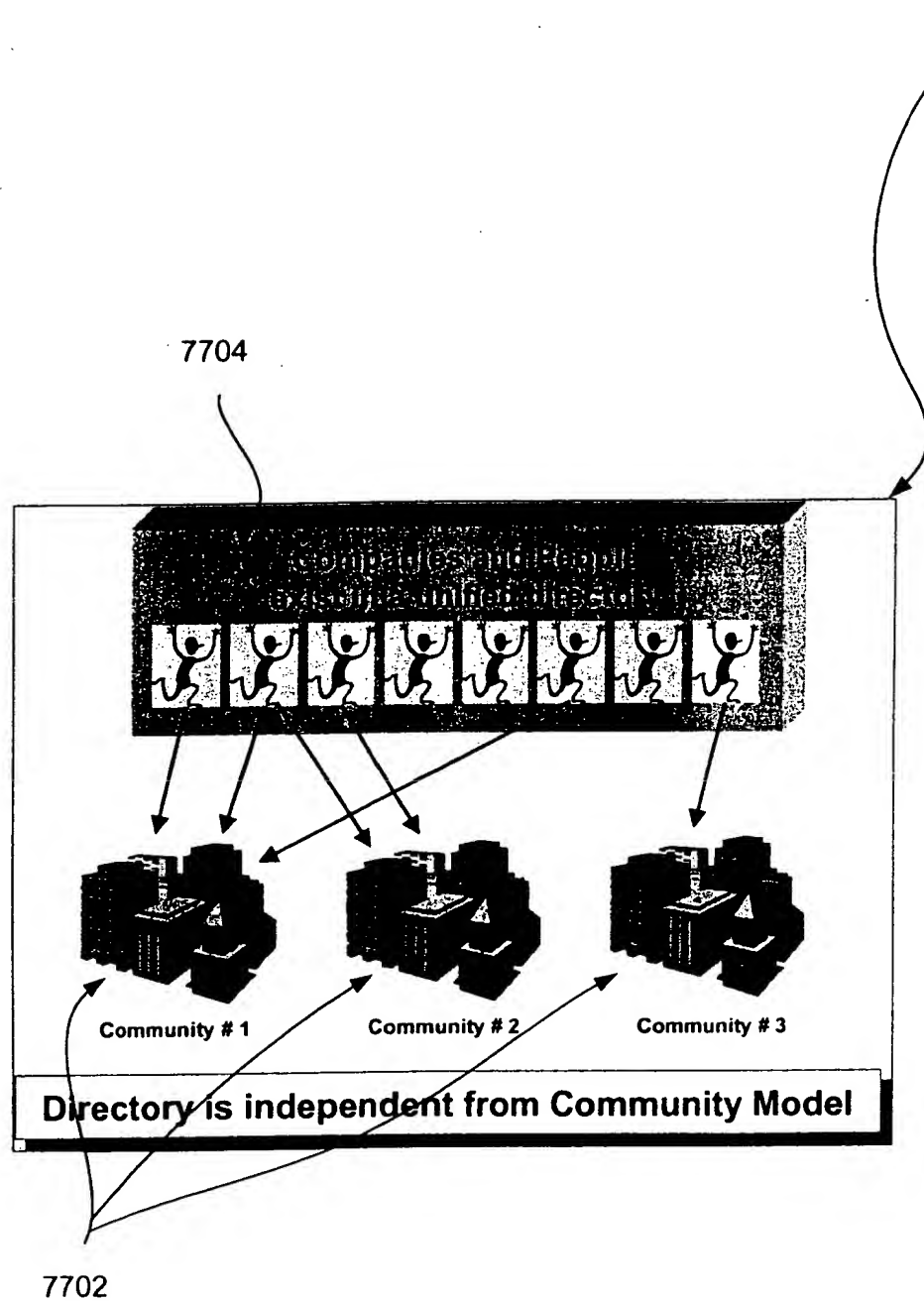


Fig. 77

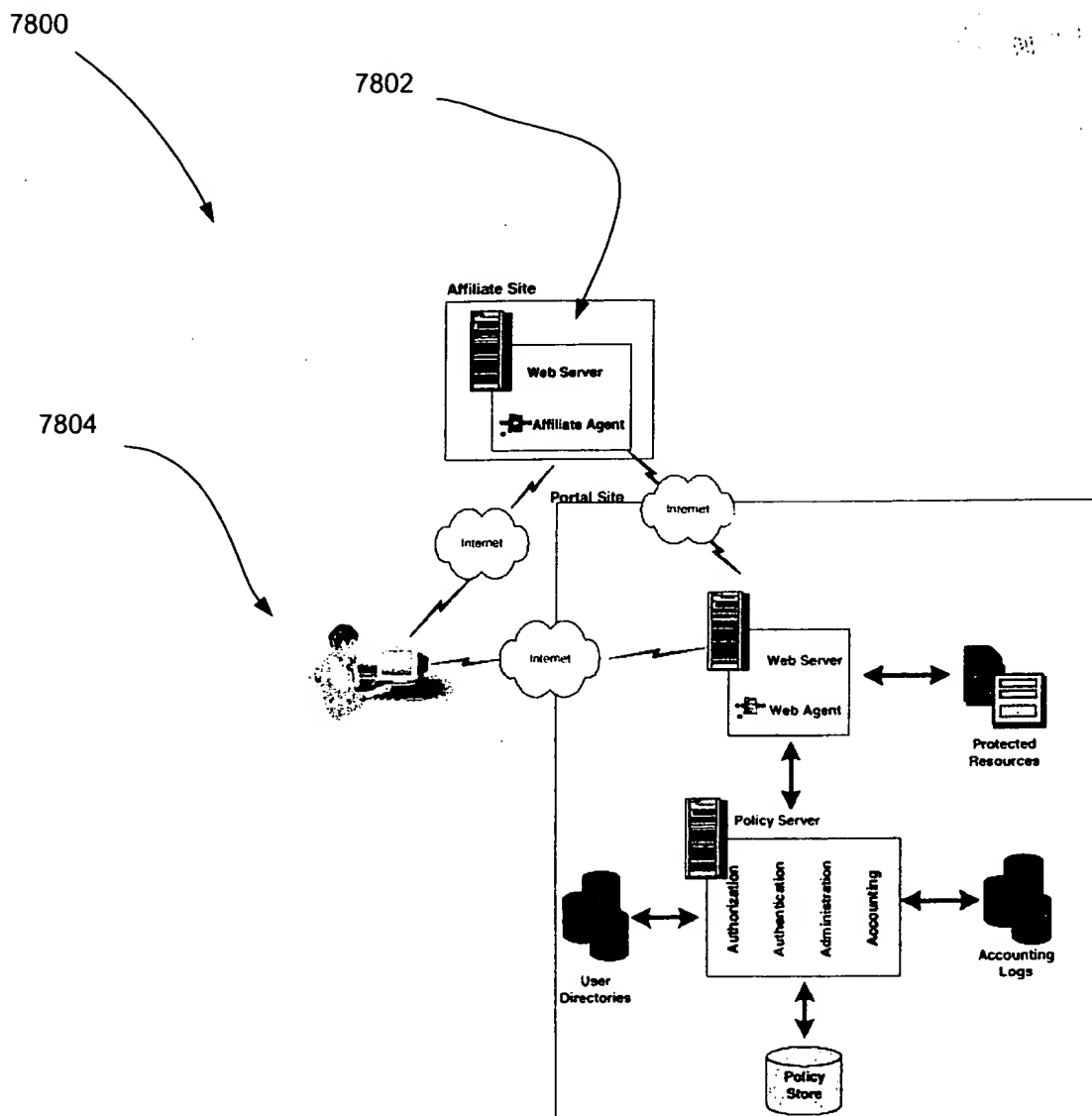


Fig. 78

7900

7902

# Policy-Based Web Security Model

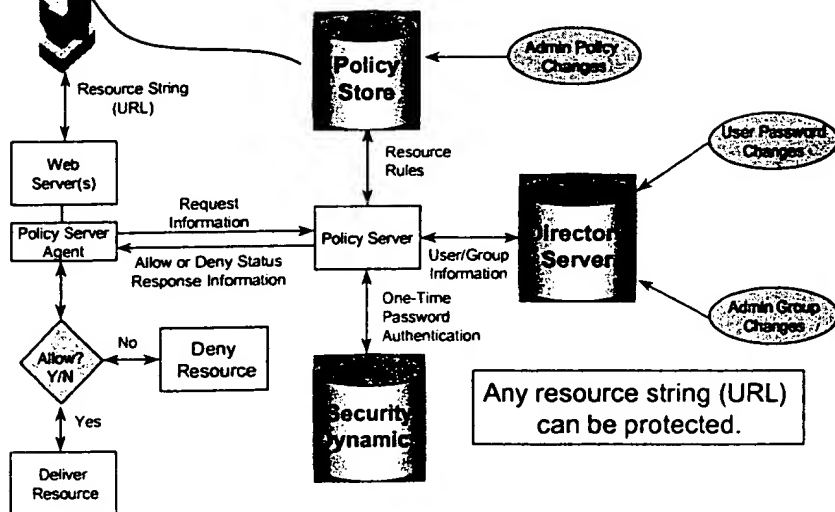
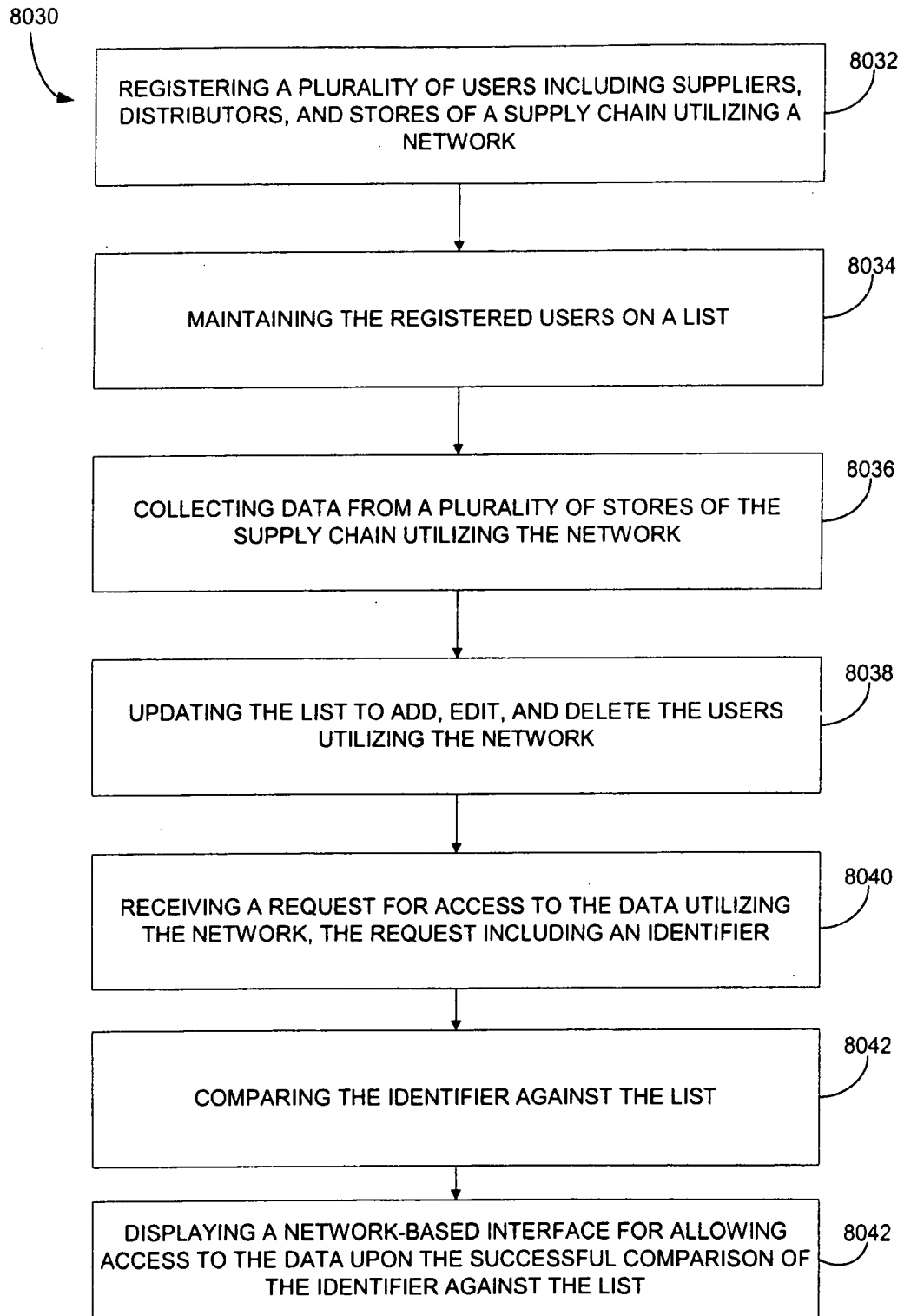
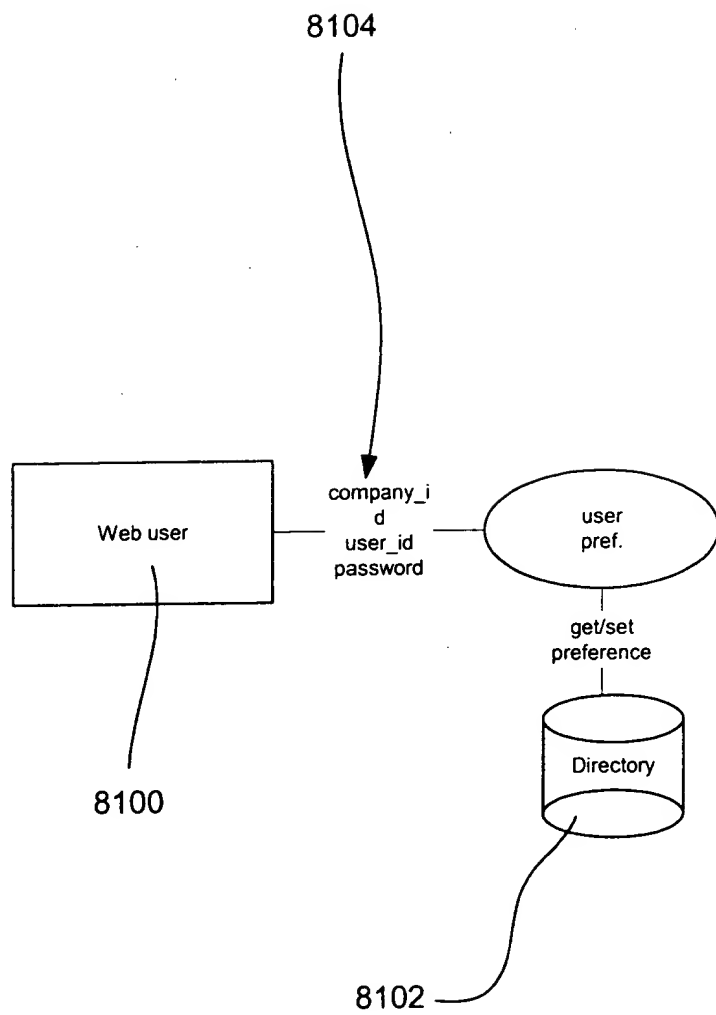


Fig. 79



**FIG. 80**





**Fig. 81**

8200

8202

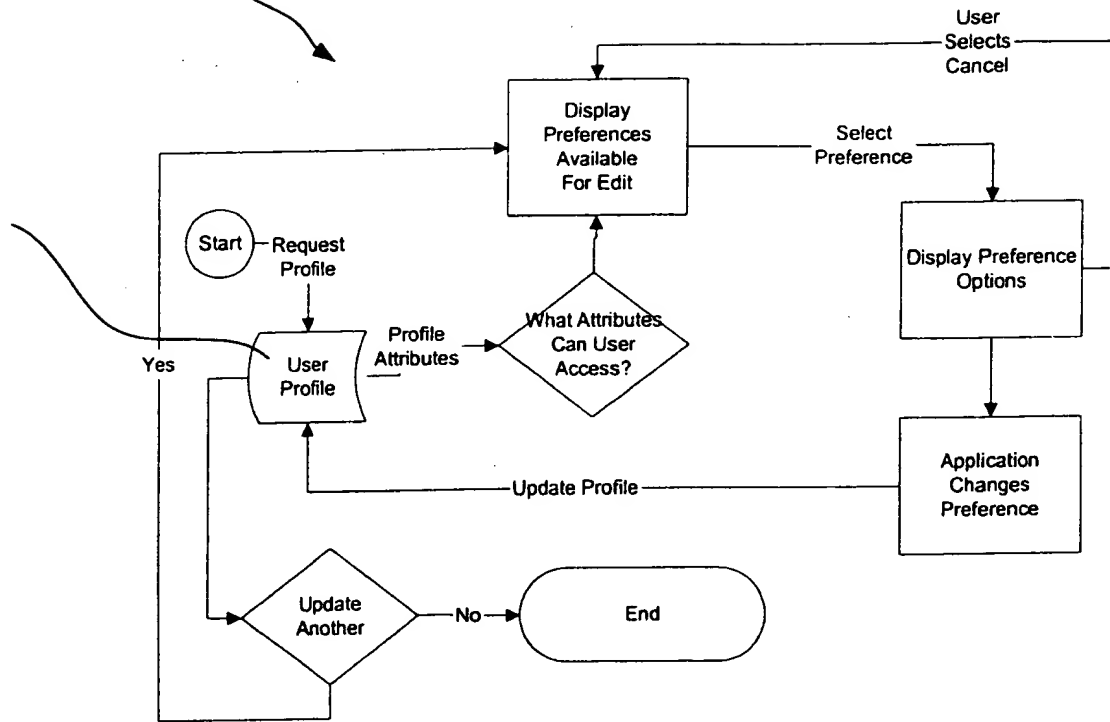
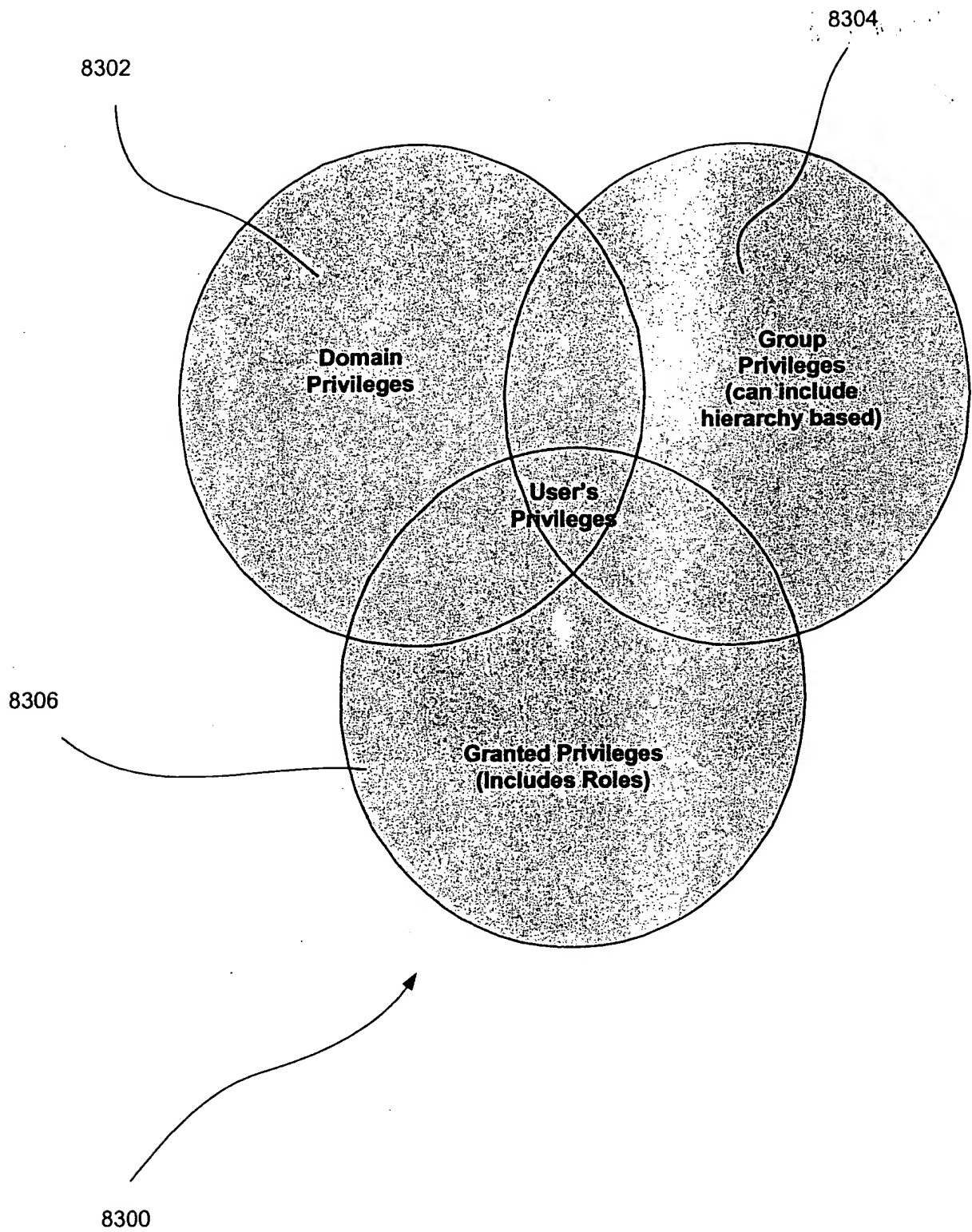
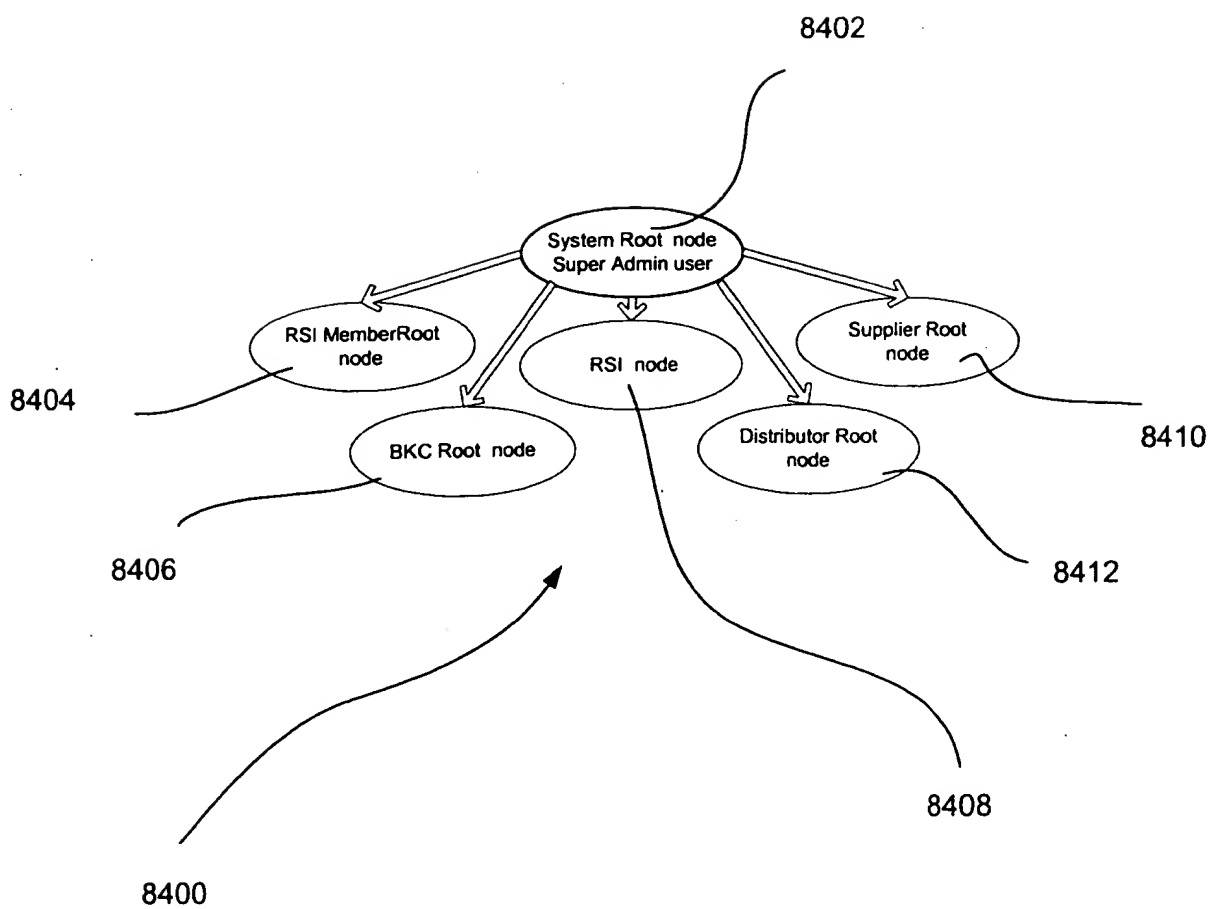


Fig. 82

09816048-080601



**Fig. 83**



**Fig. 84**

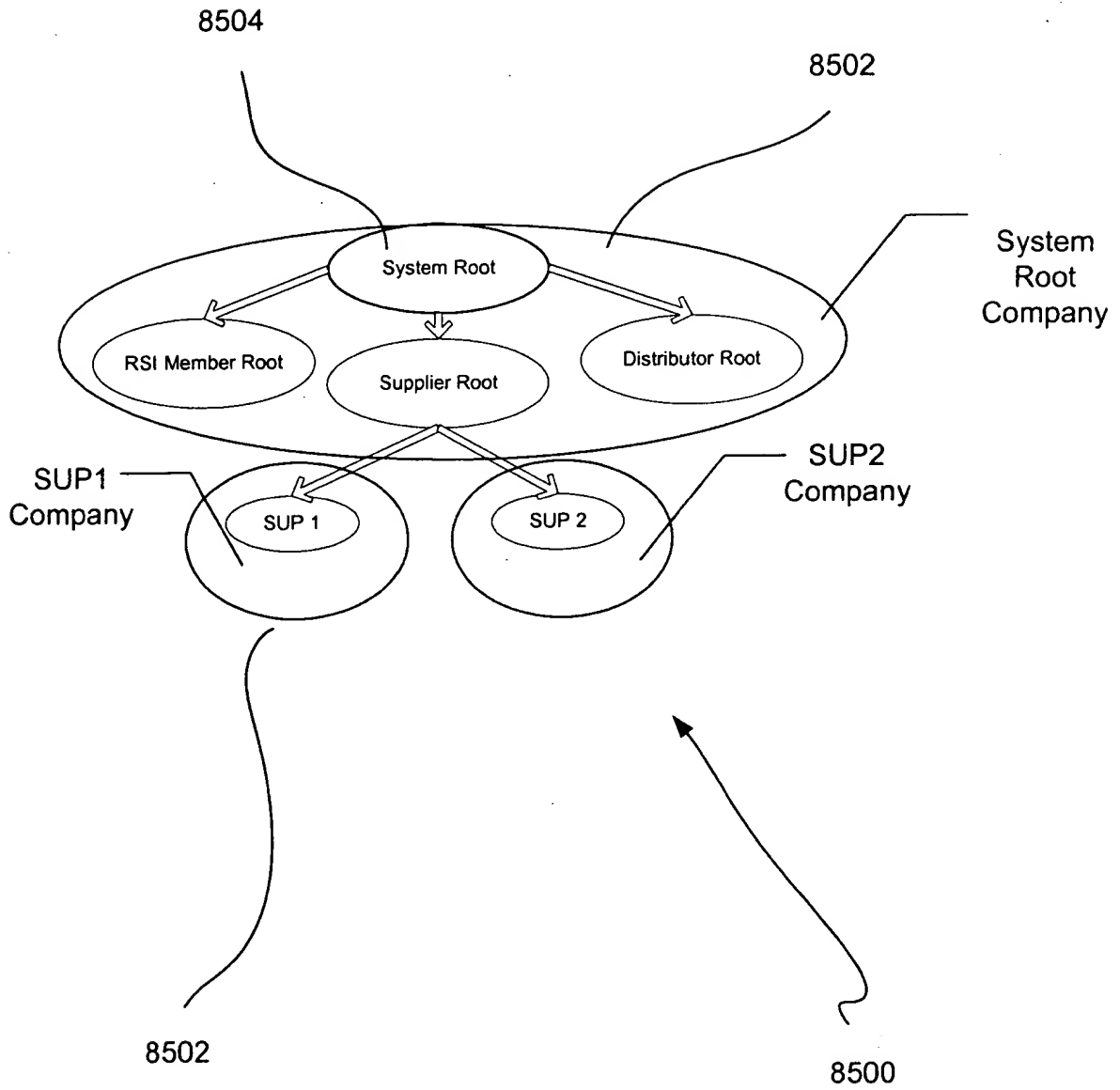


Fig. 85

8600

8602

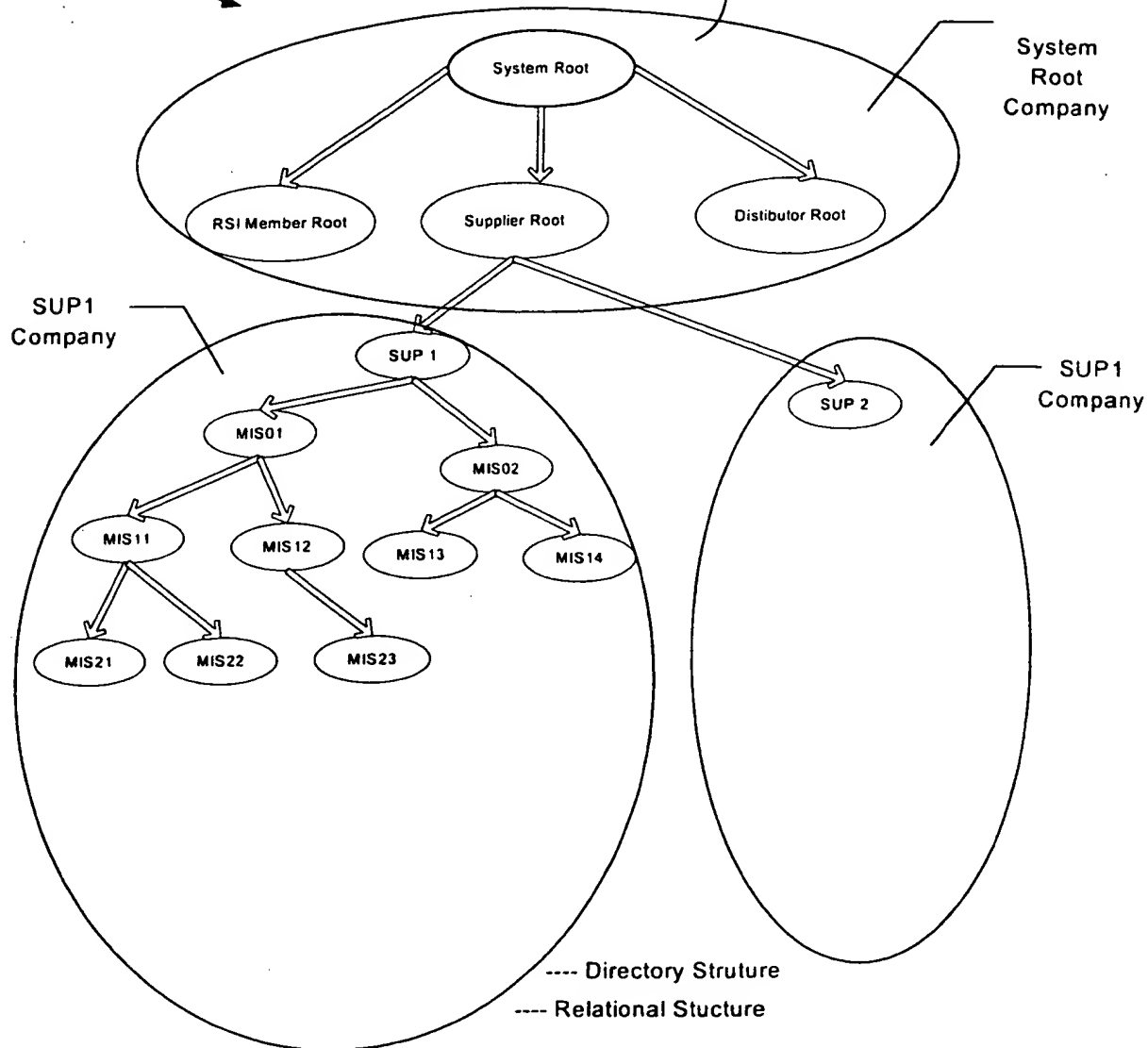


Fig. 86

8700

## Group Hierarchy Management: Data Flow

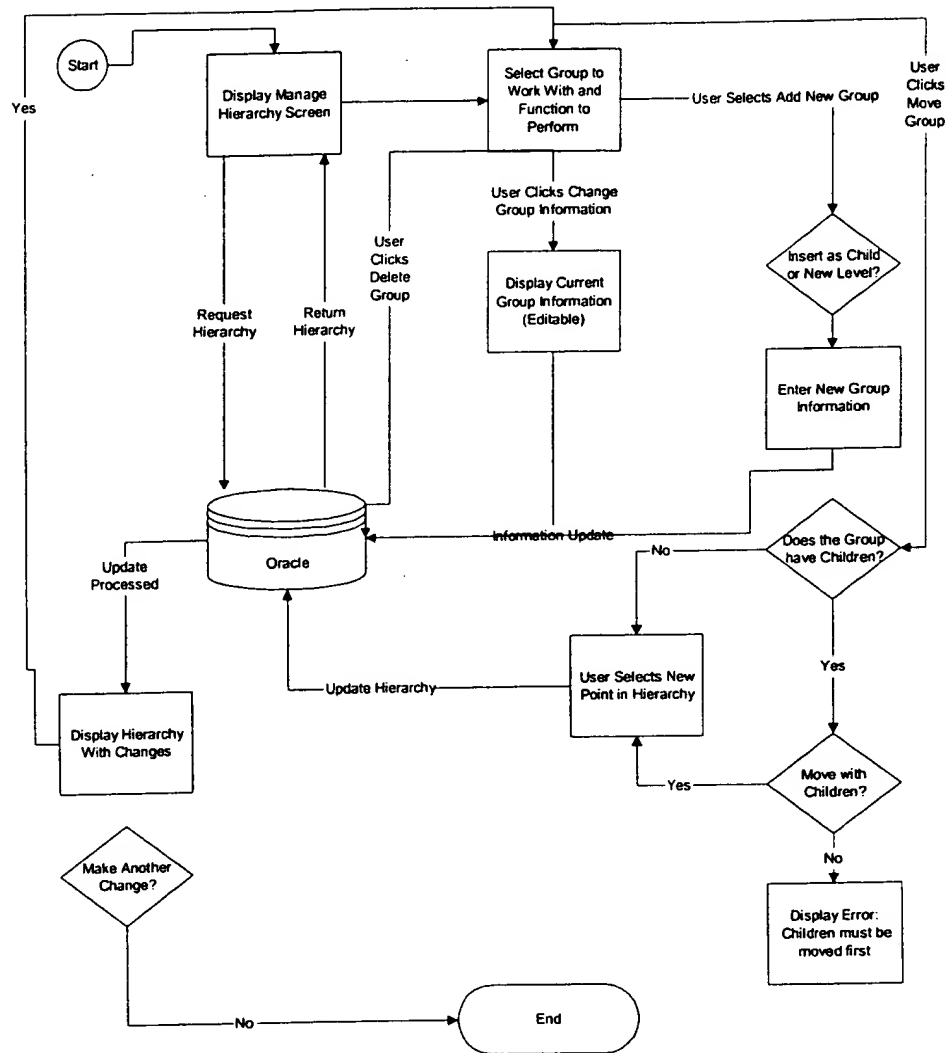


Fig. 87

FIG. 88

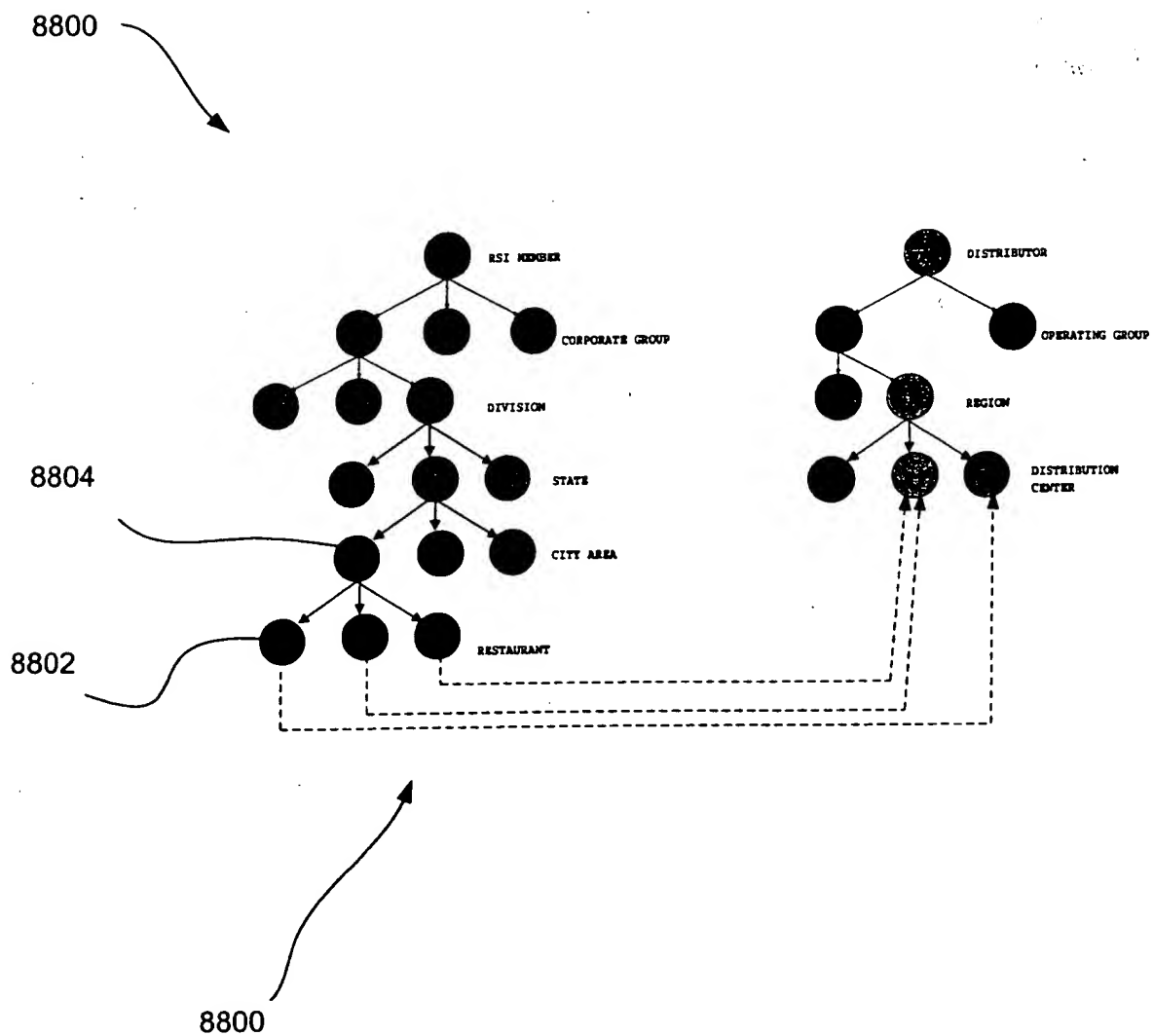


Fig. 88



8902

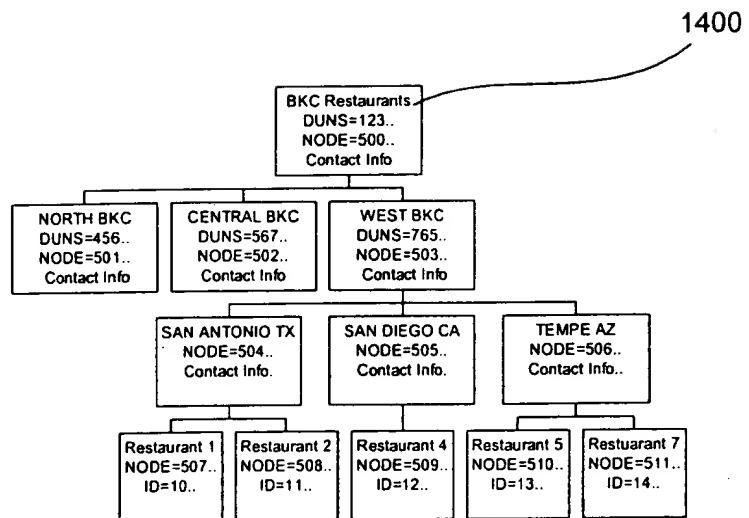
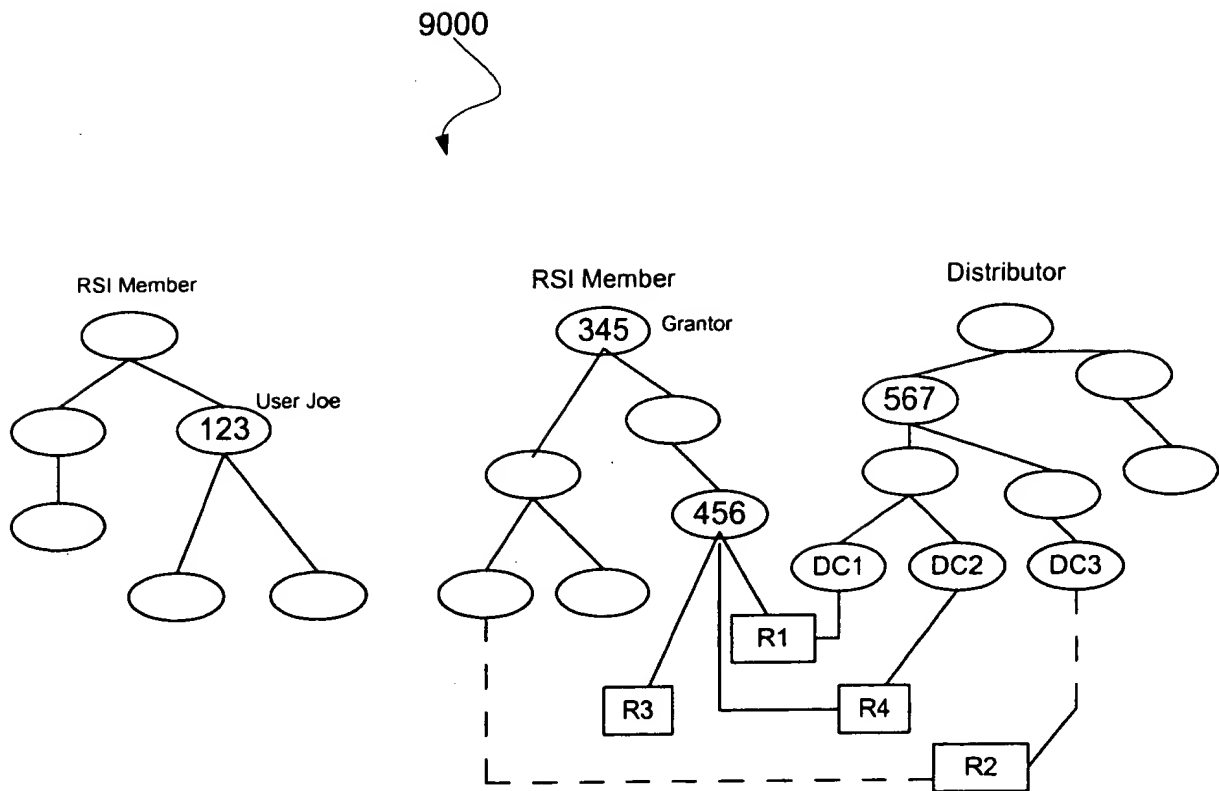


Fig. 89



**FIG. 90**

9100

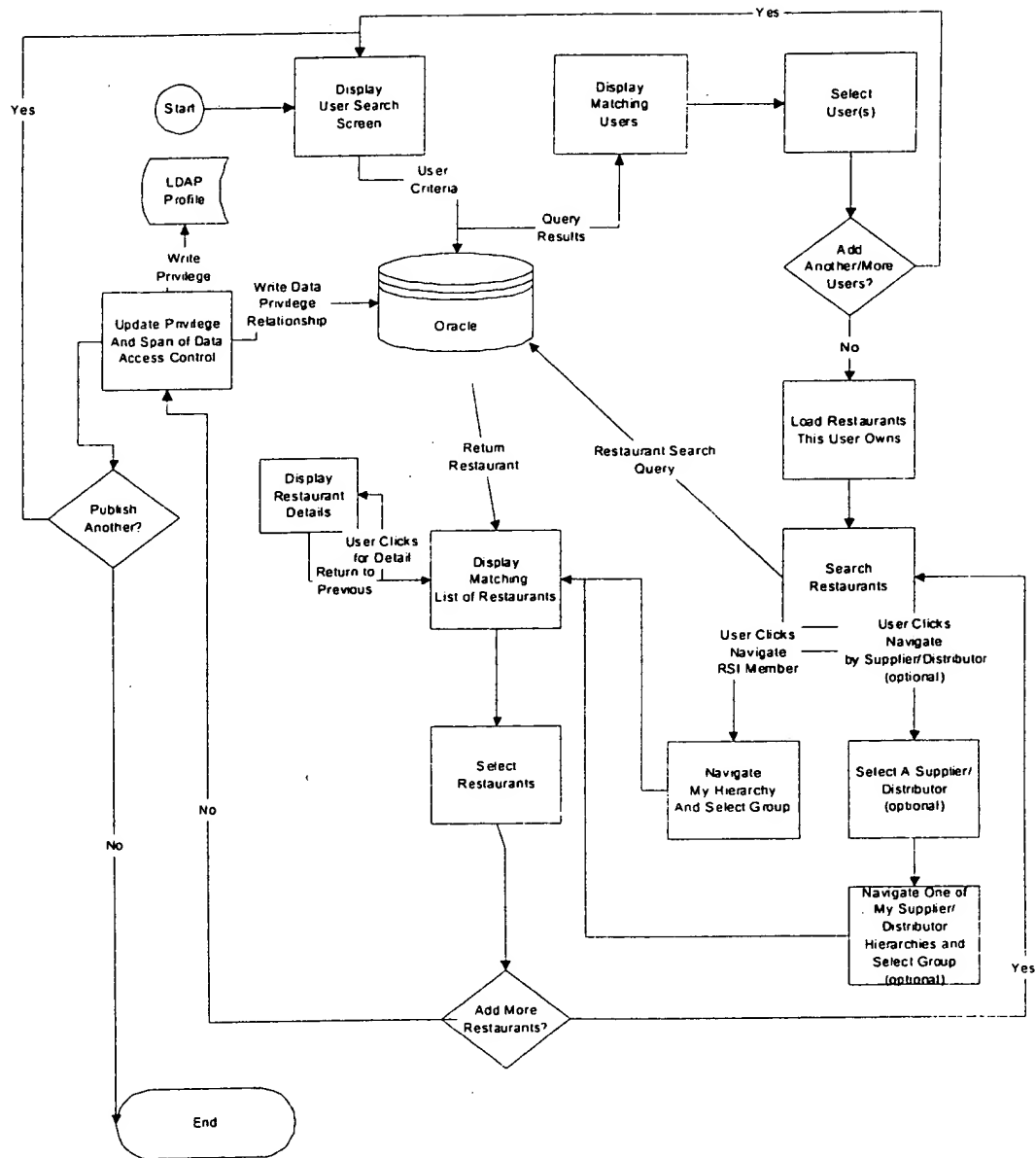
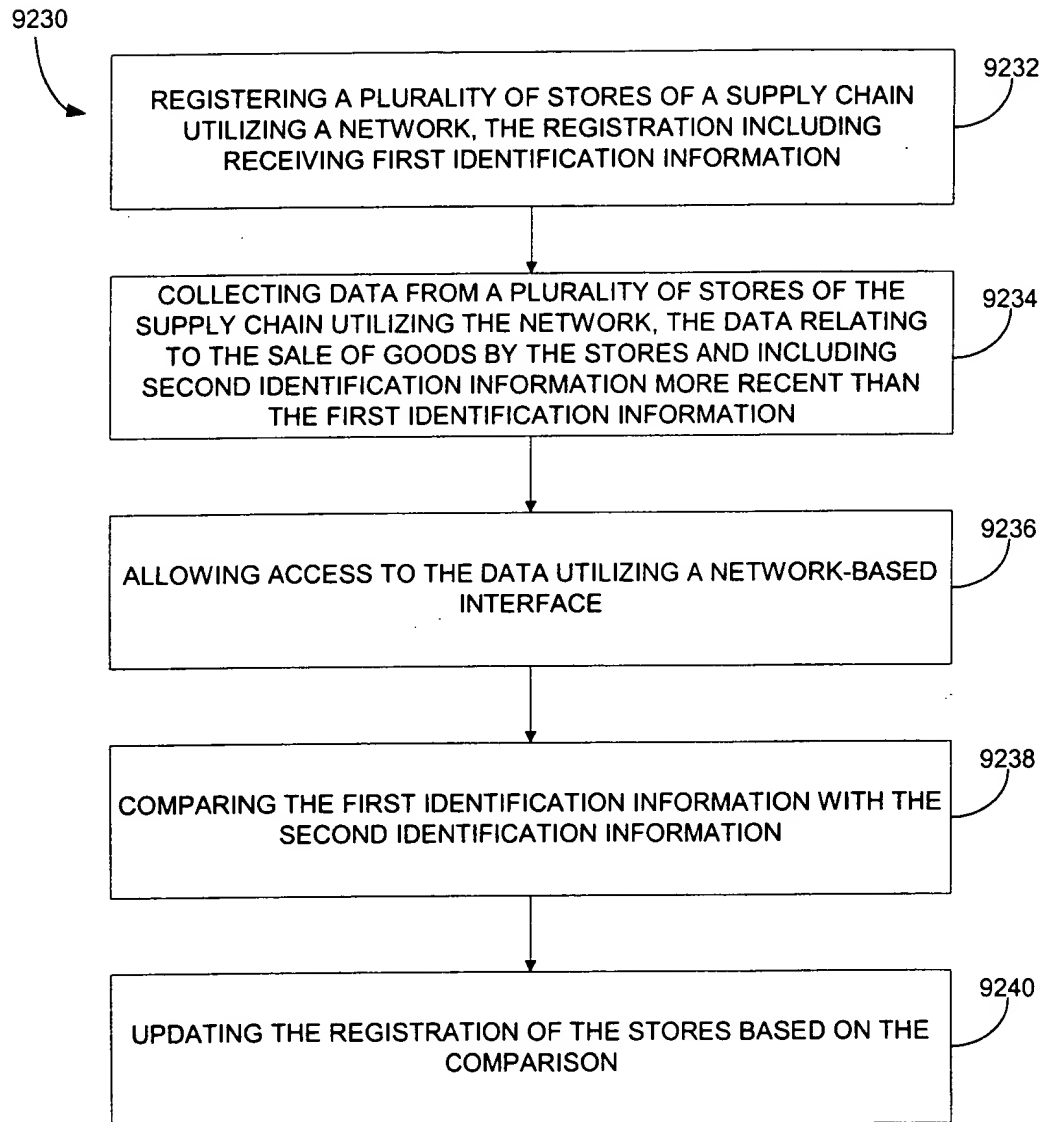
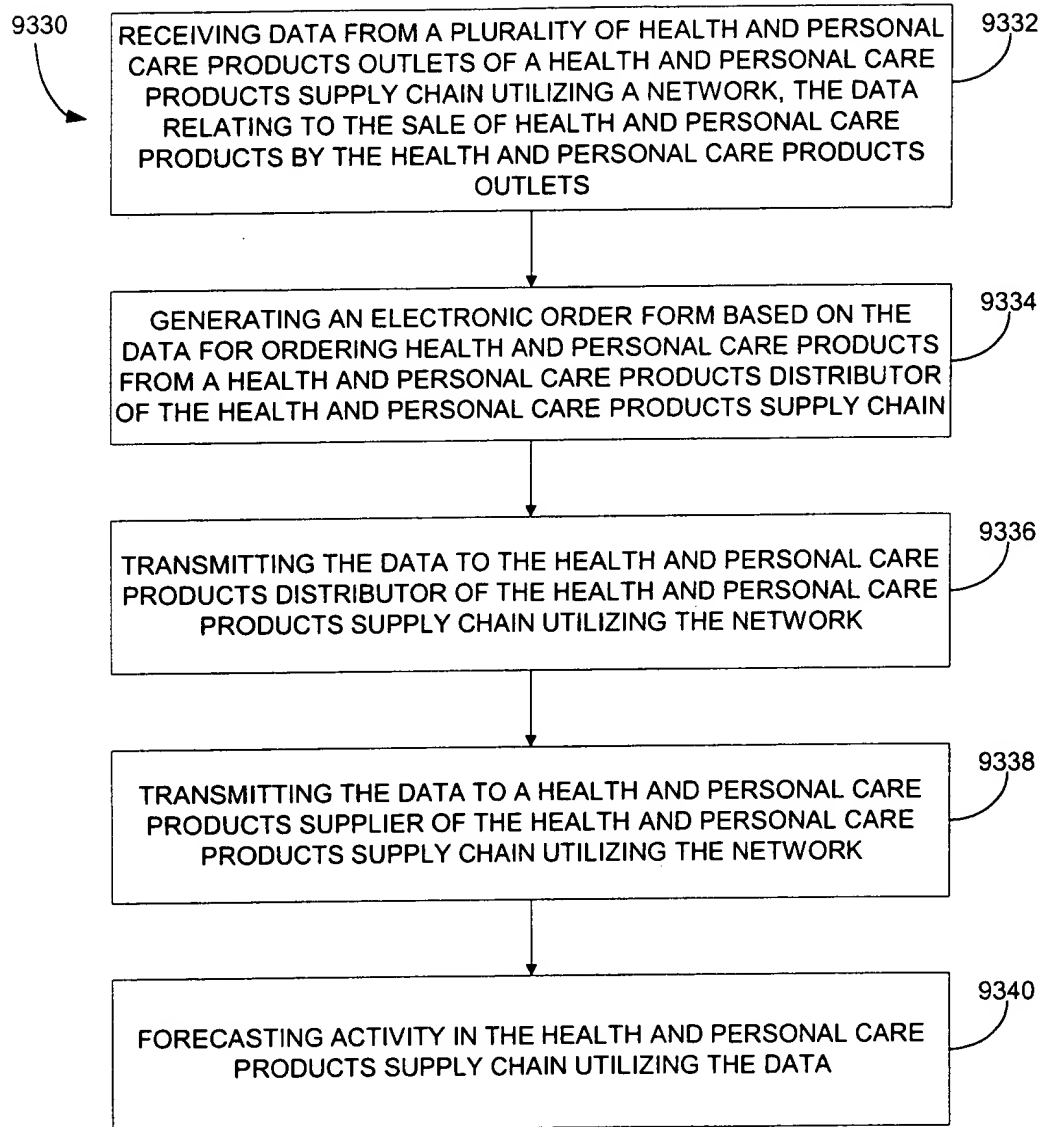
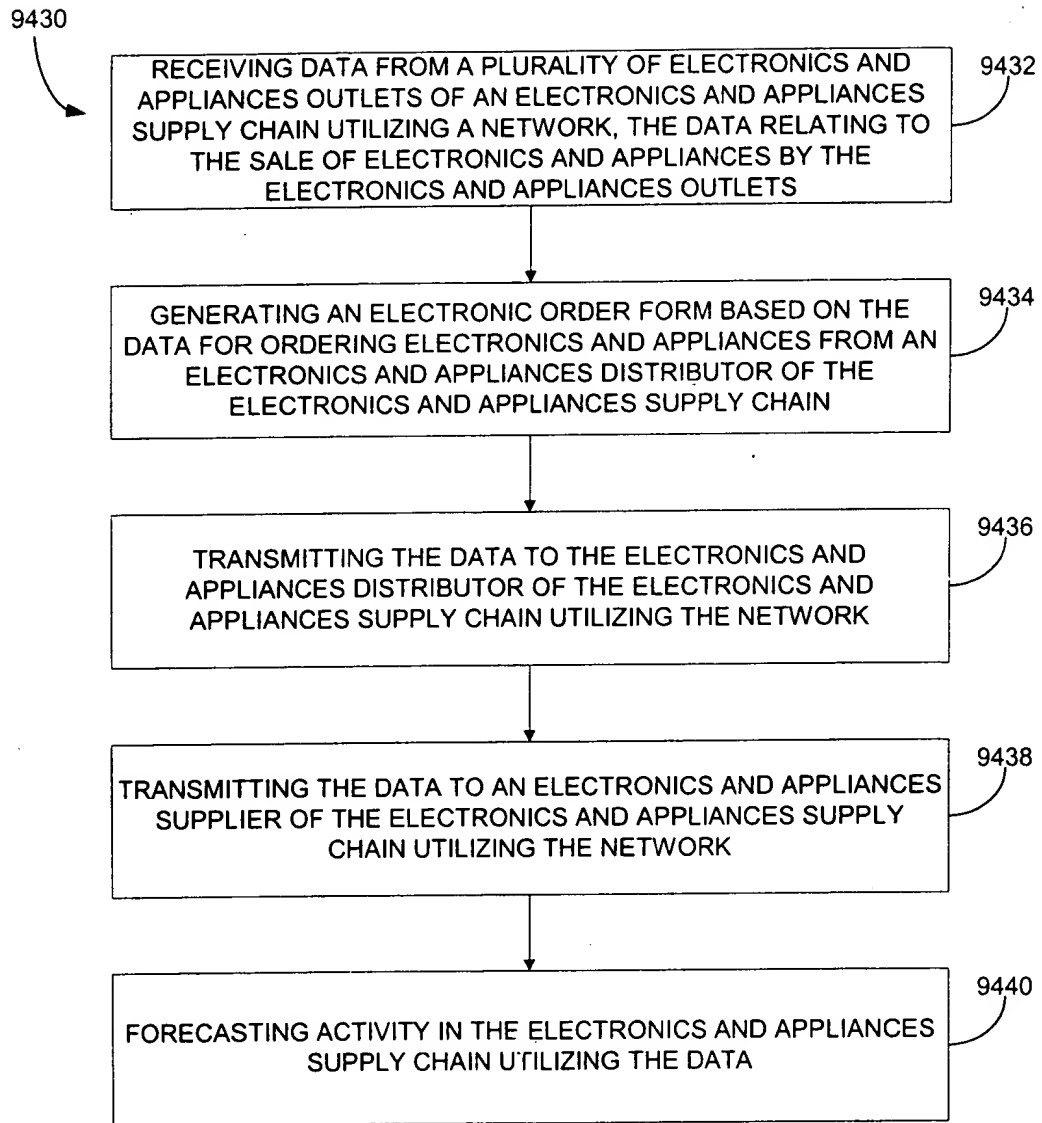


Fig. 91

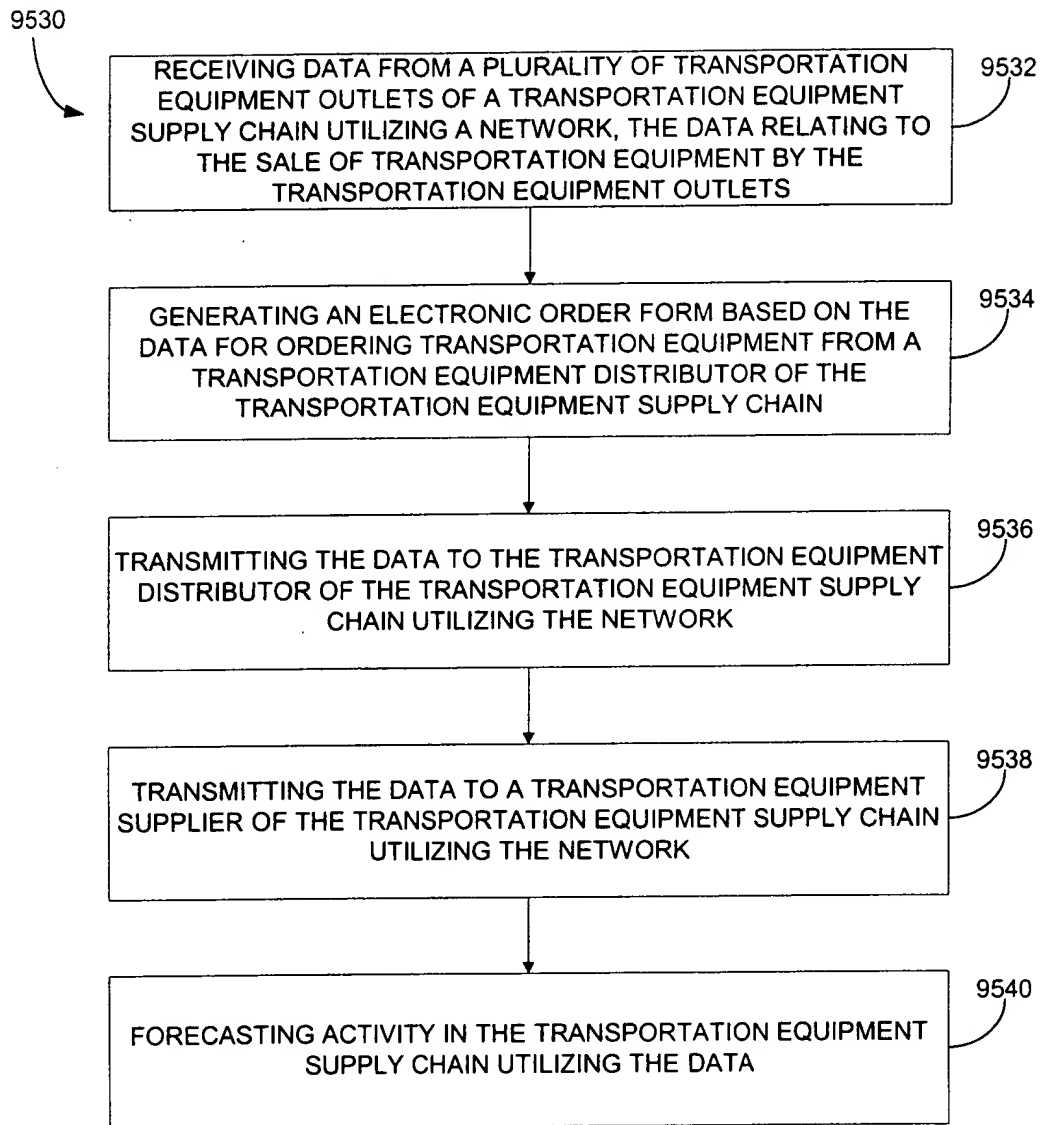


**FIG. 92**

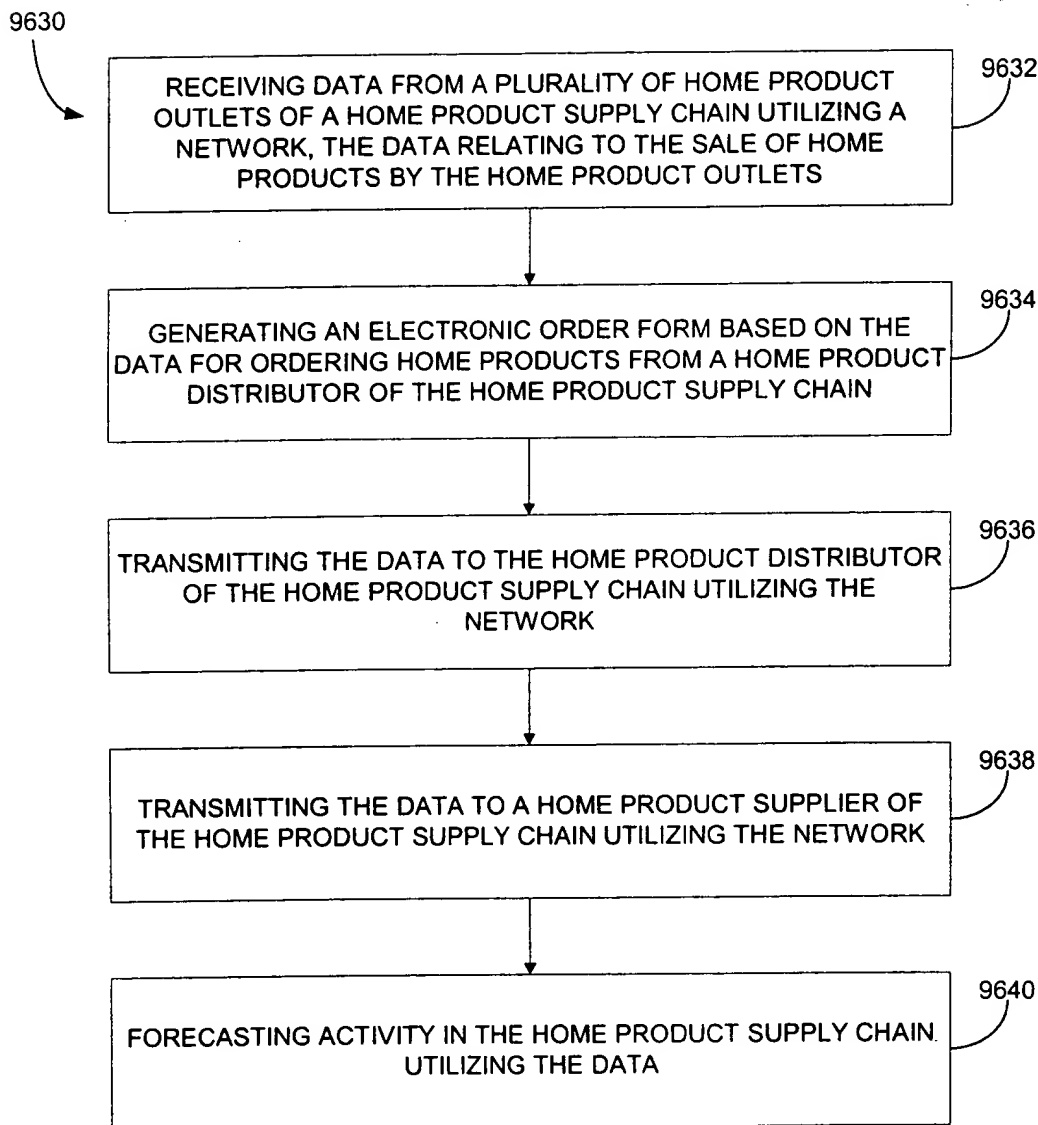
**FIG. 93**



**FIG. 94**

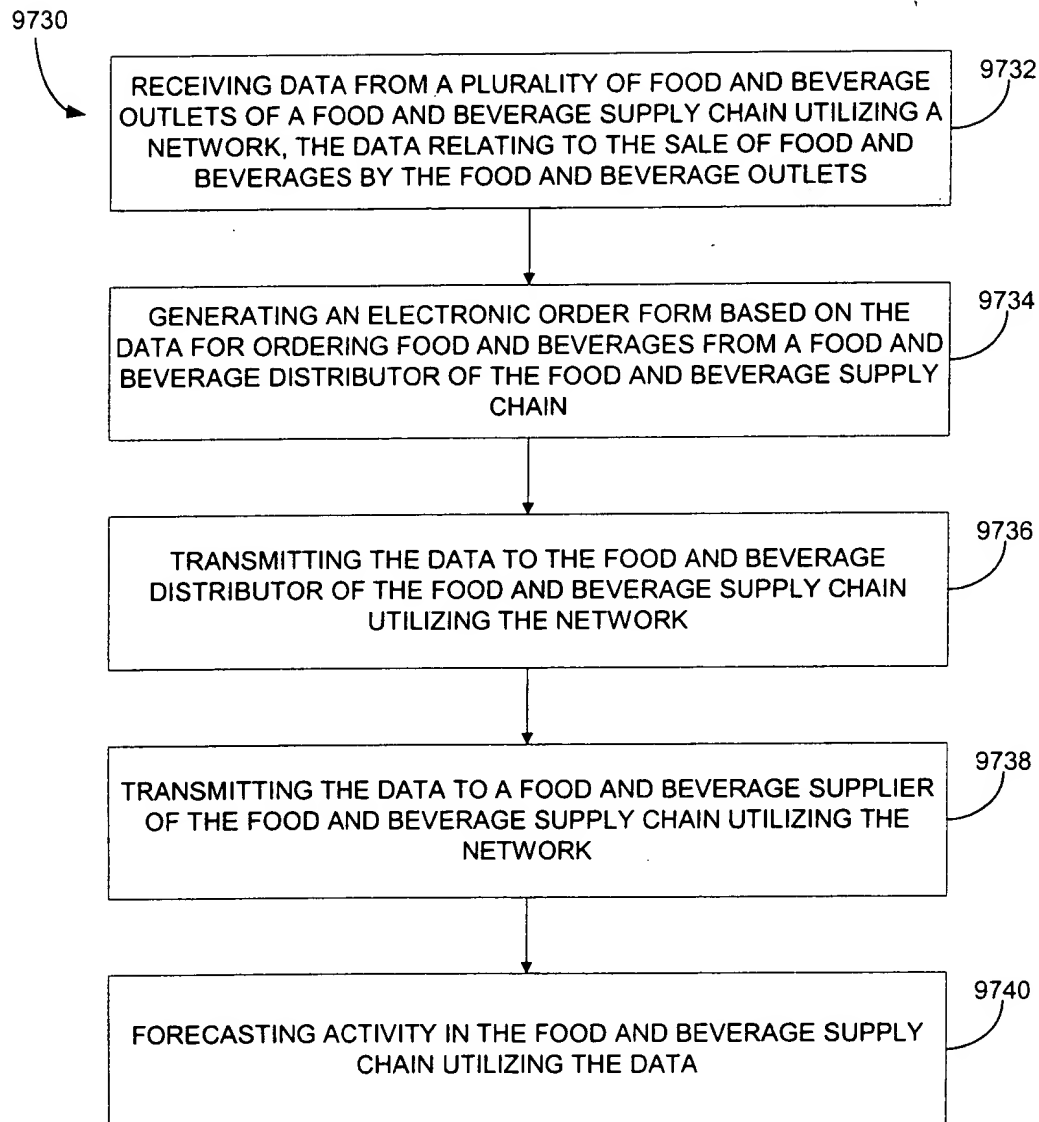


**FIG. 95**

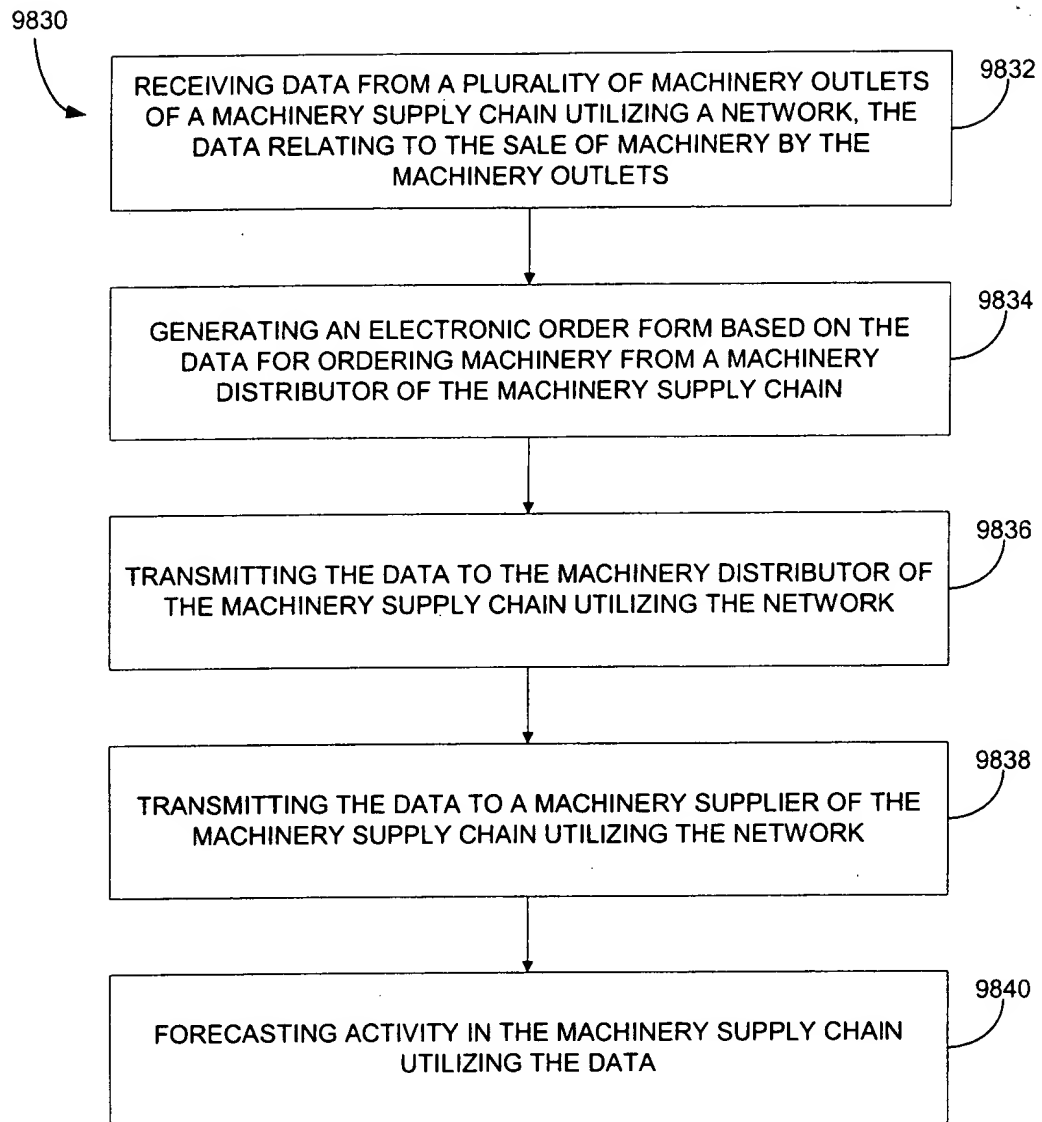


**FIG. 96**



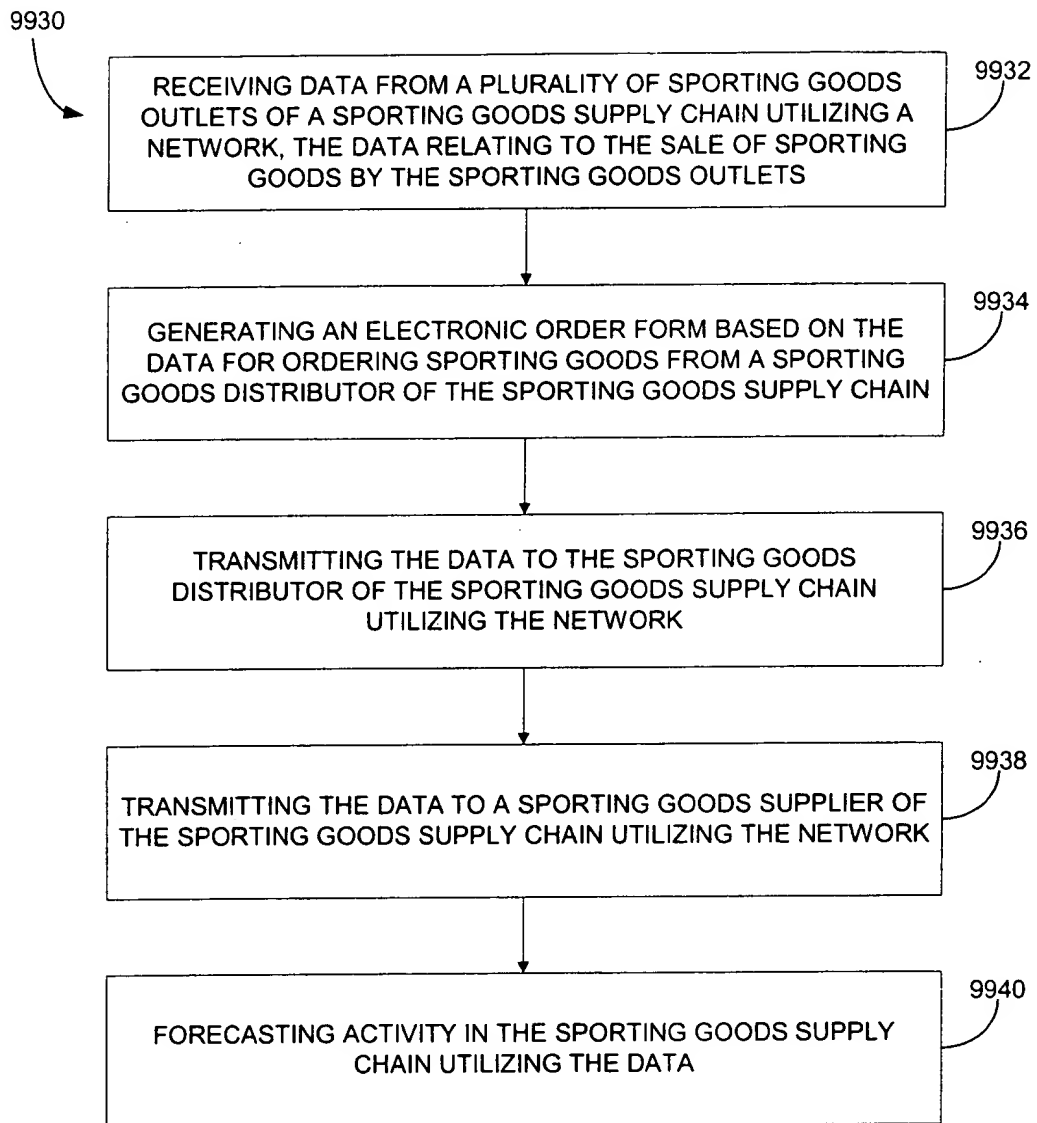


**FIG. 97**

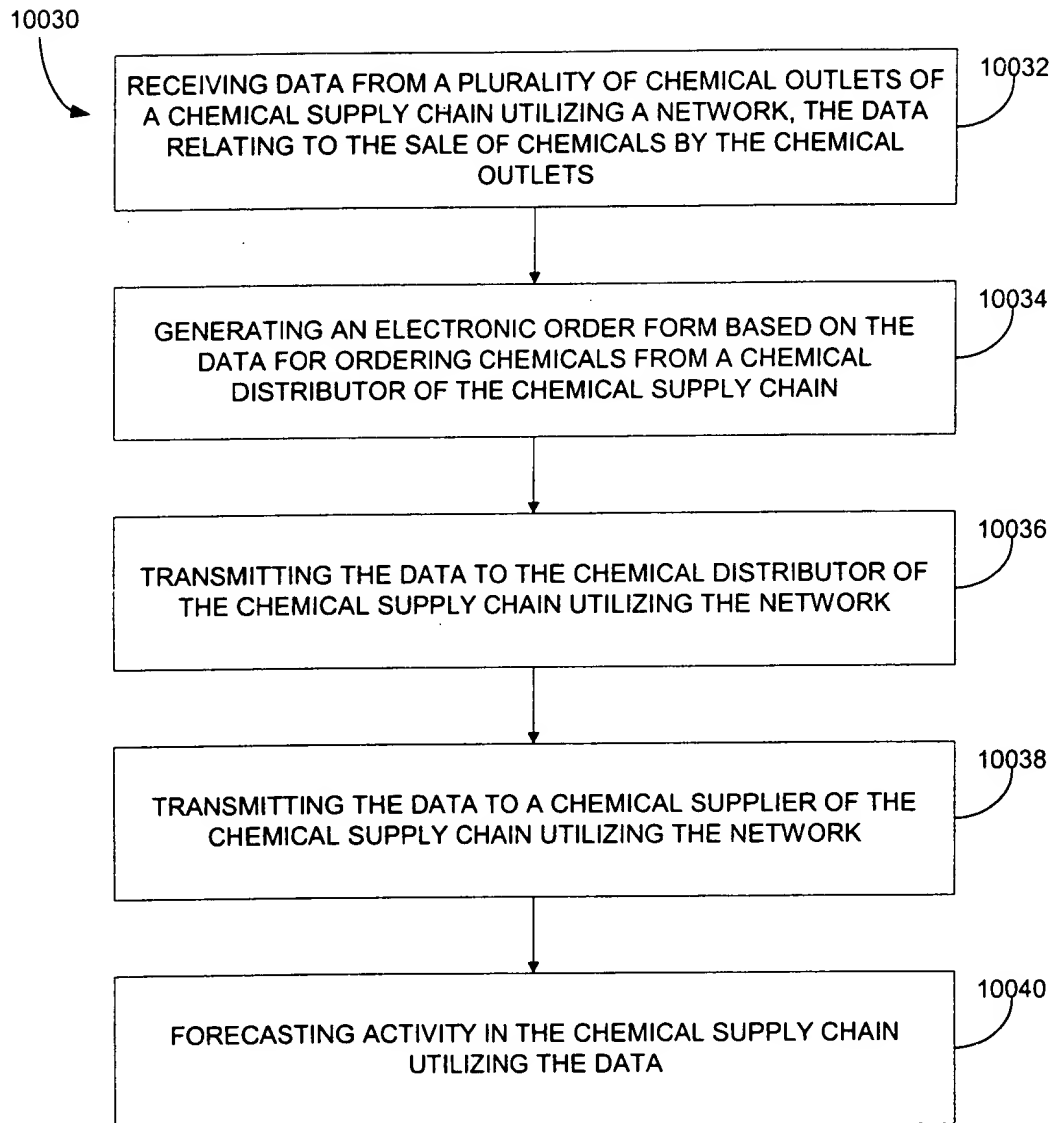


**FIG. 98**

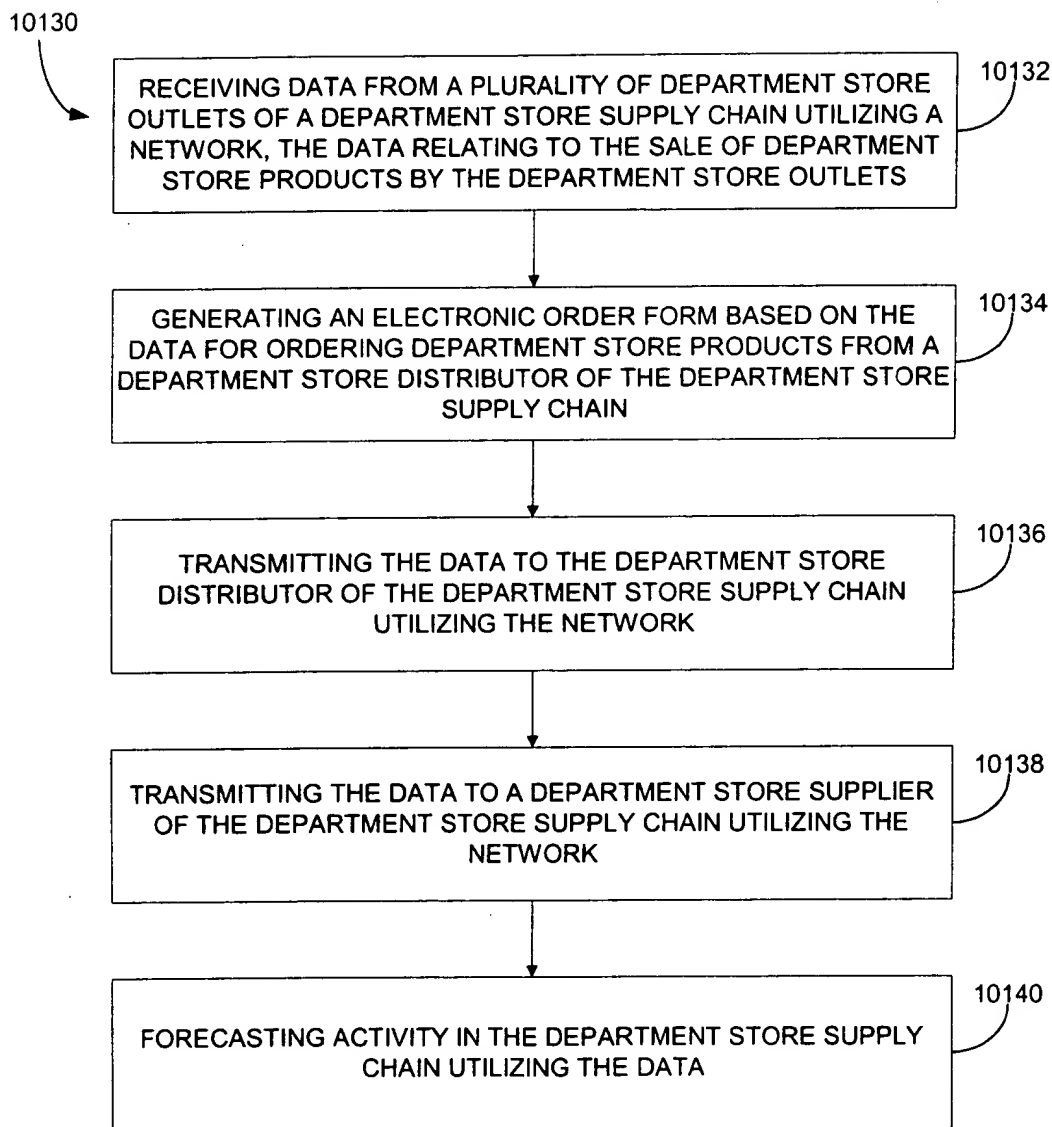
T09020" B409T860



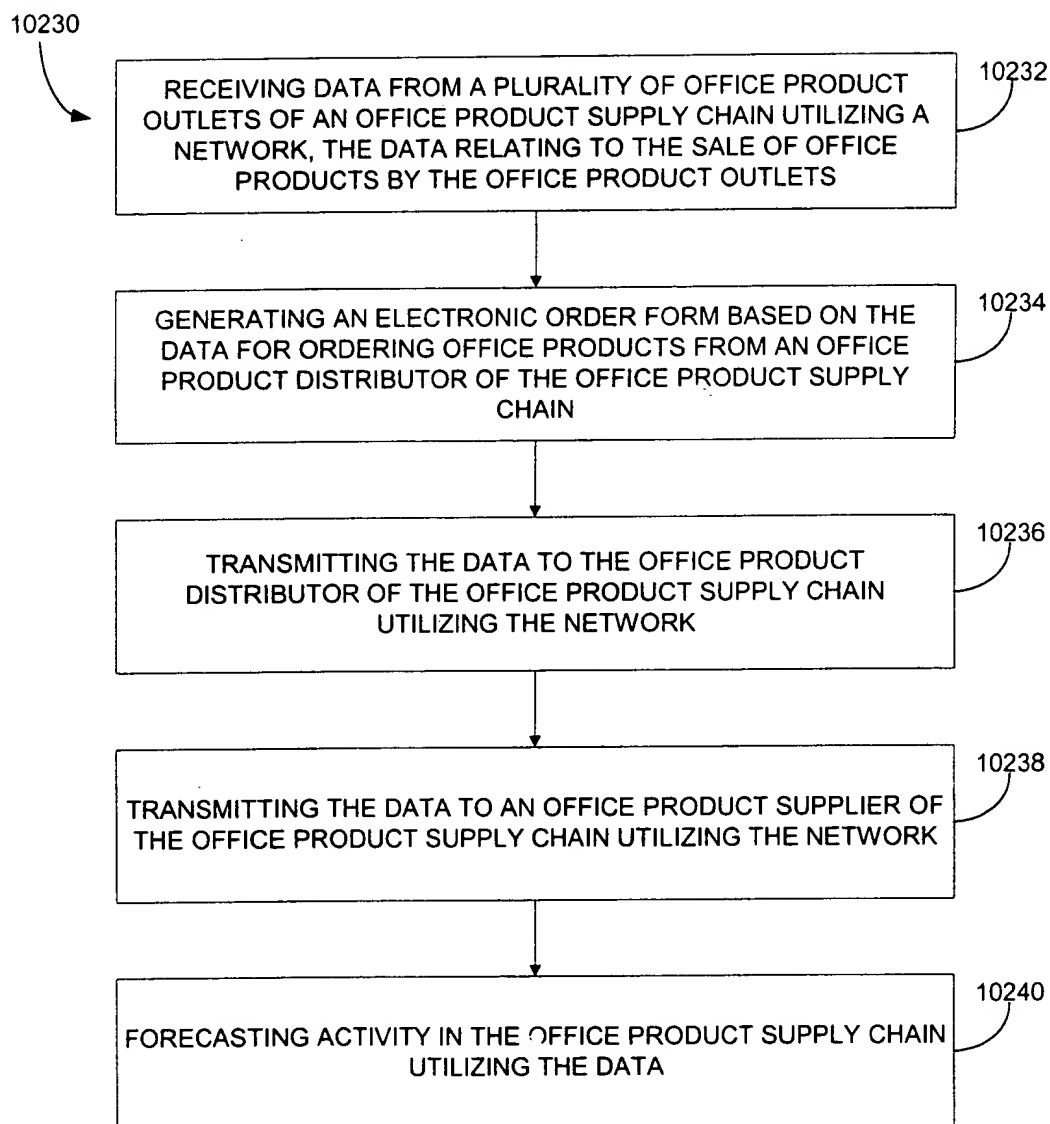
**FIG. 99**



**FIG. 100**

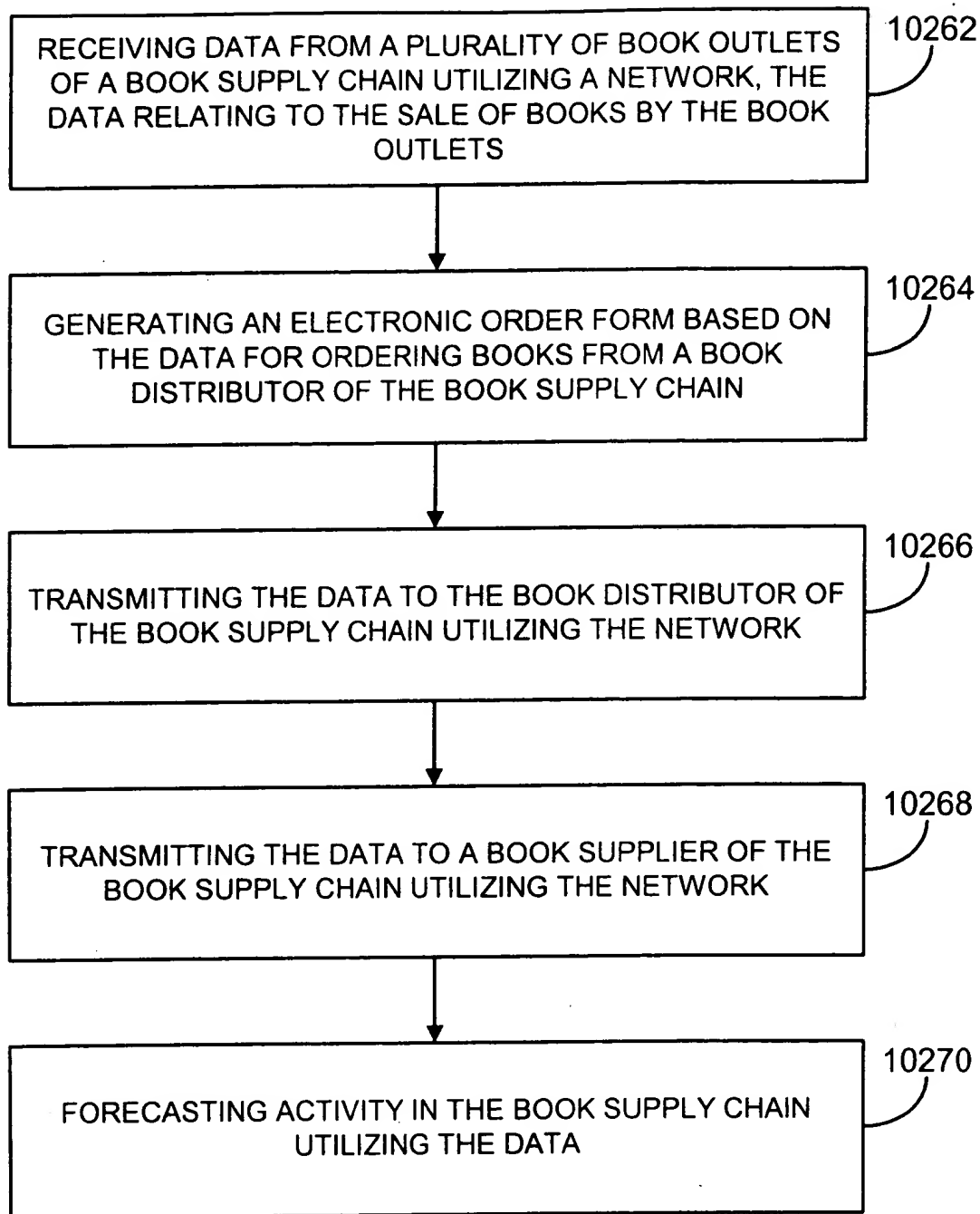


**FIG. 101**

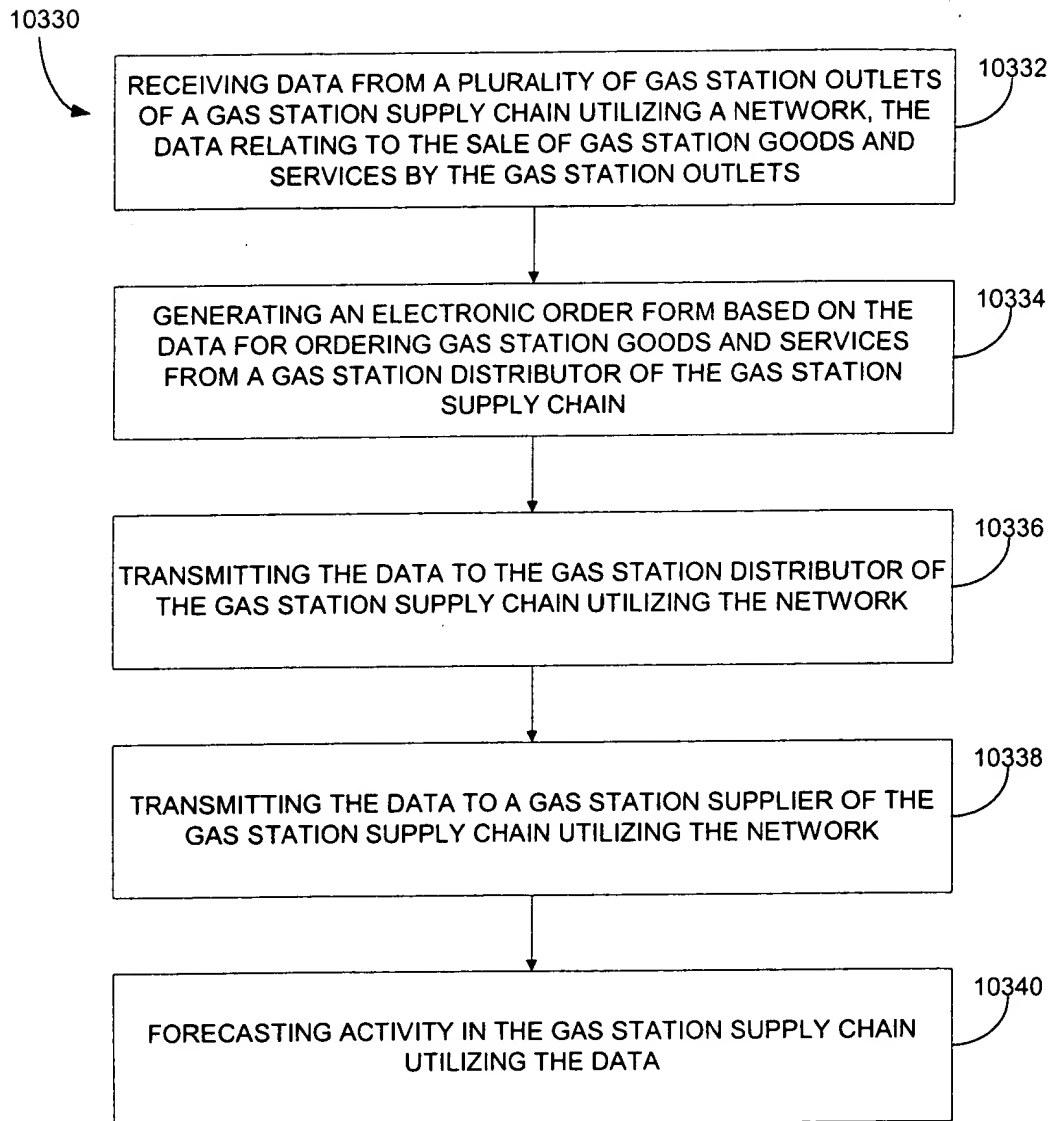


**FIG. 102A**

10260

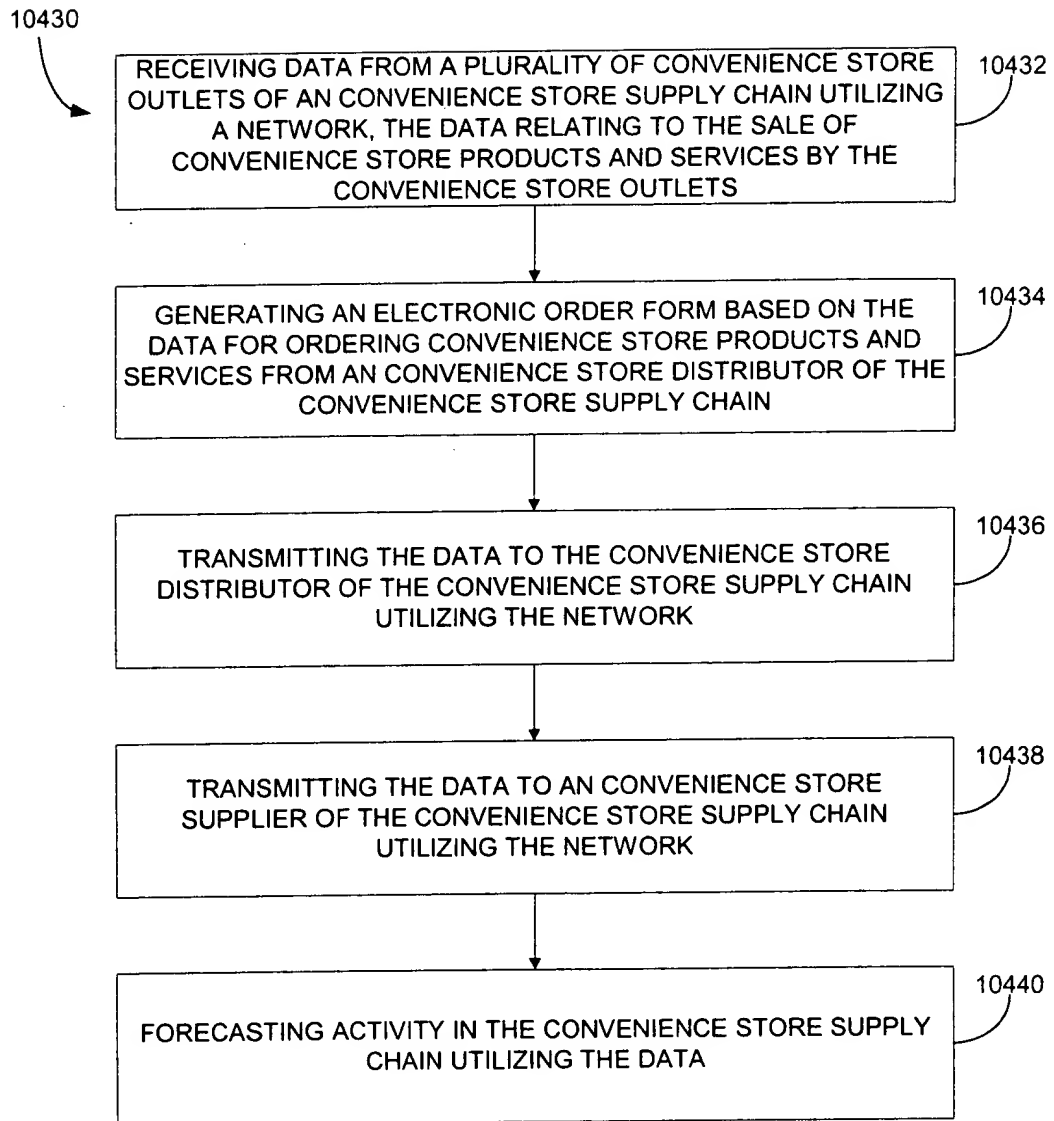


**FIG. 102B**



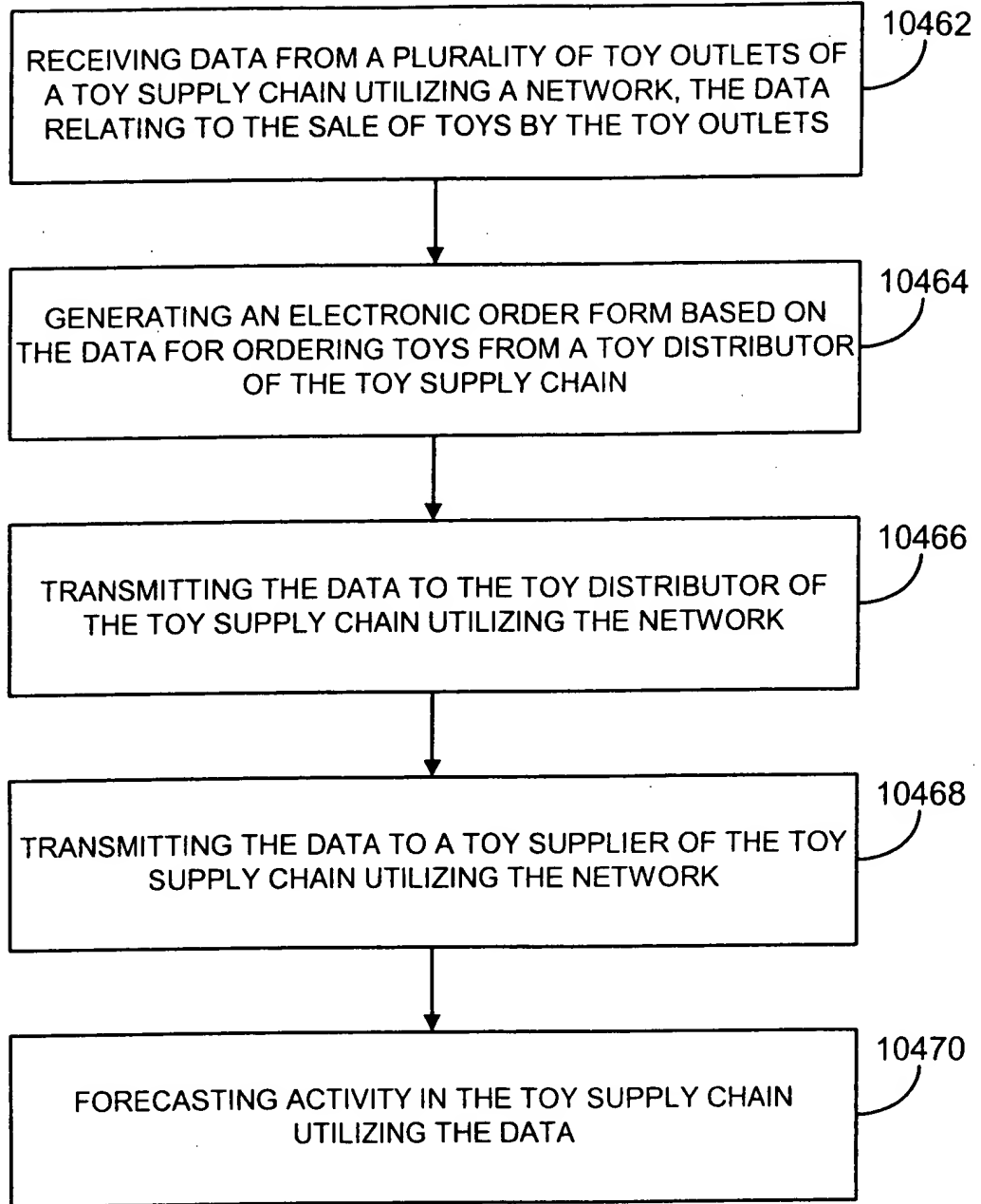
**FIG. 103**



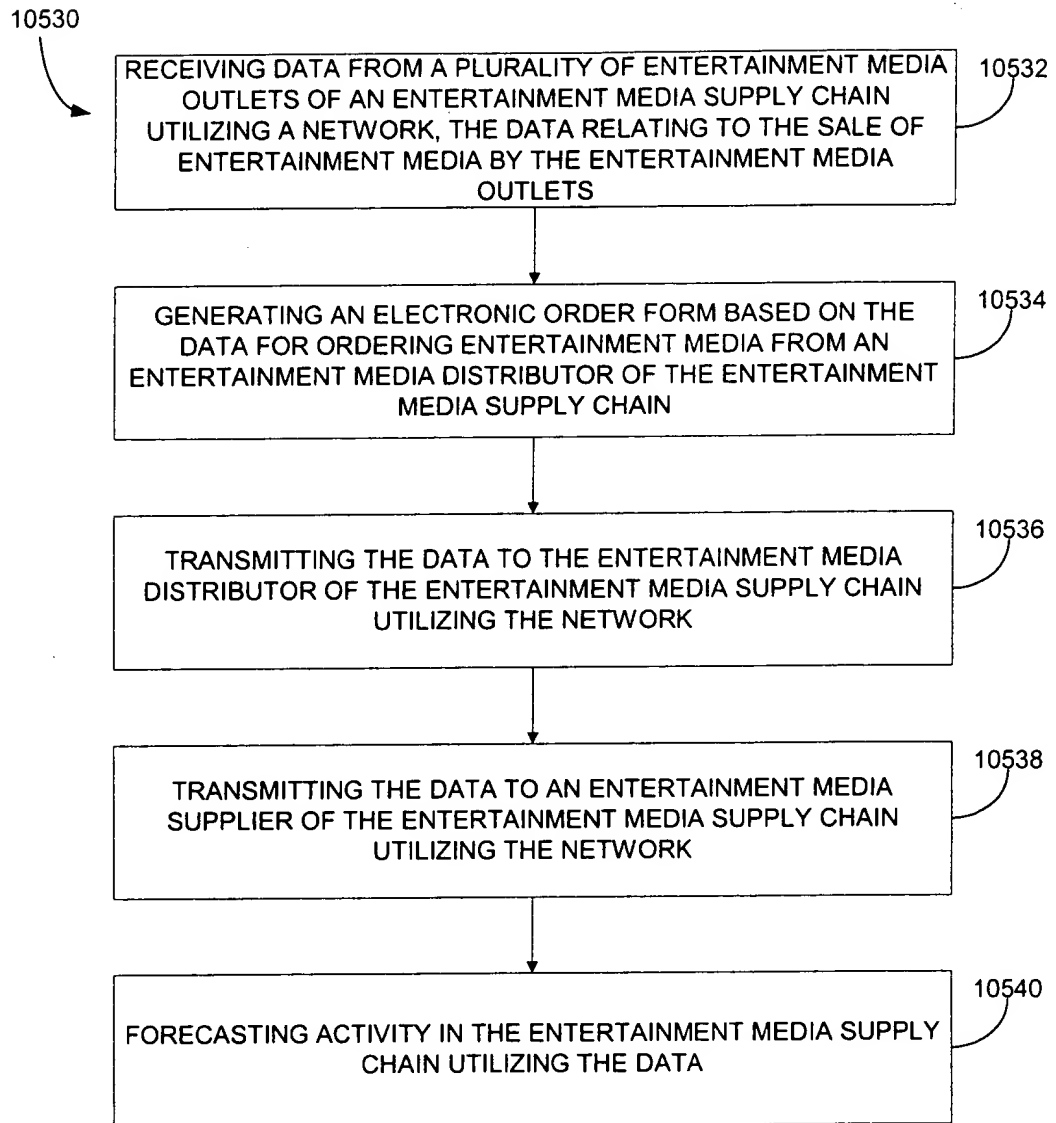


**FIG. 104A**

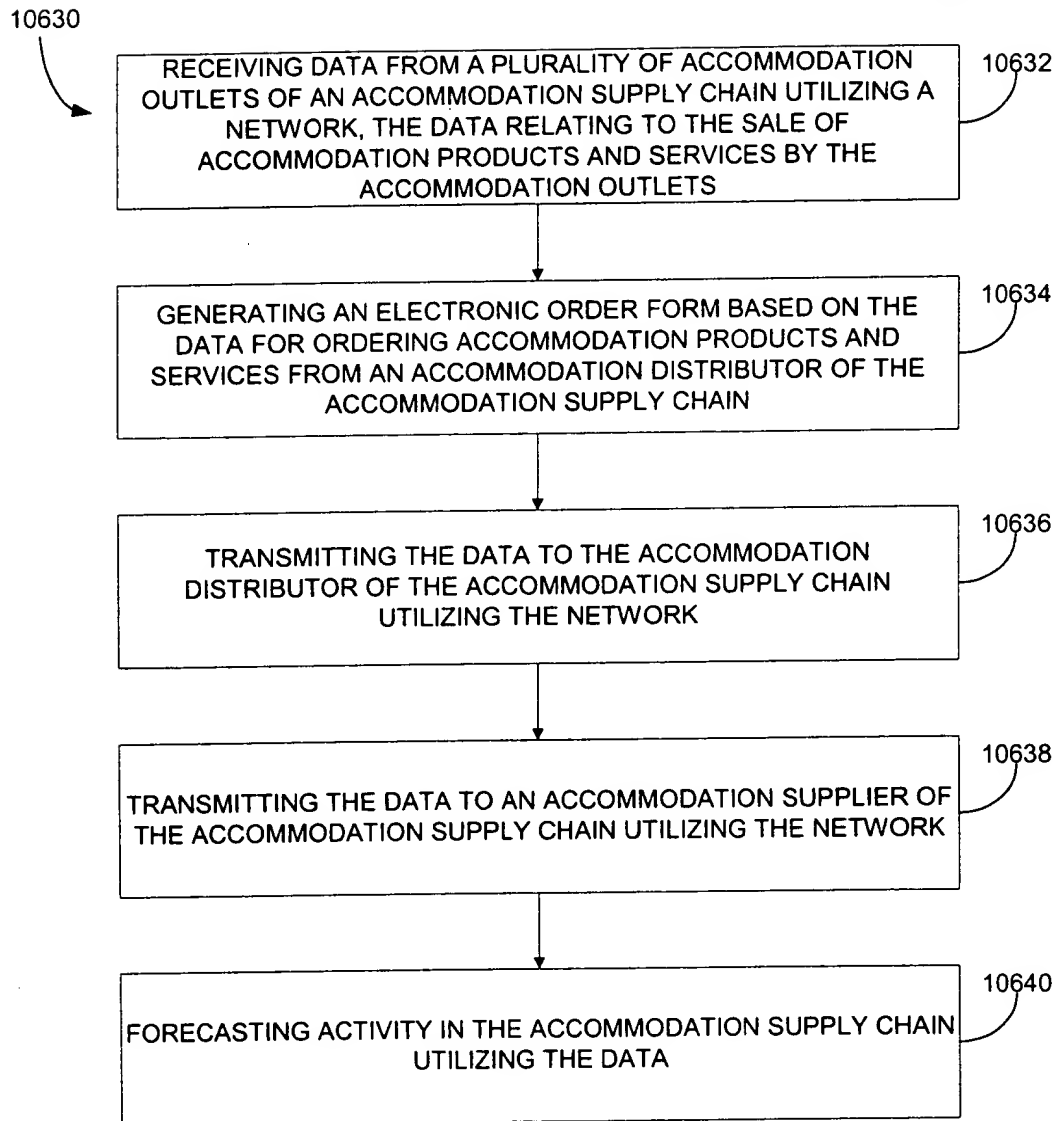
10460



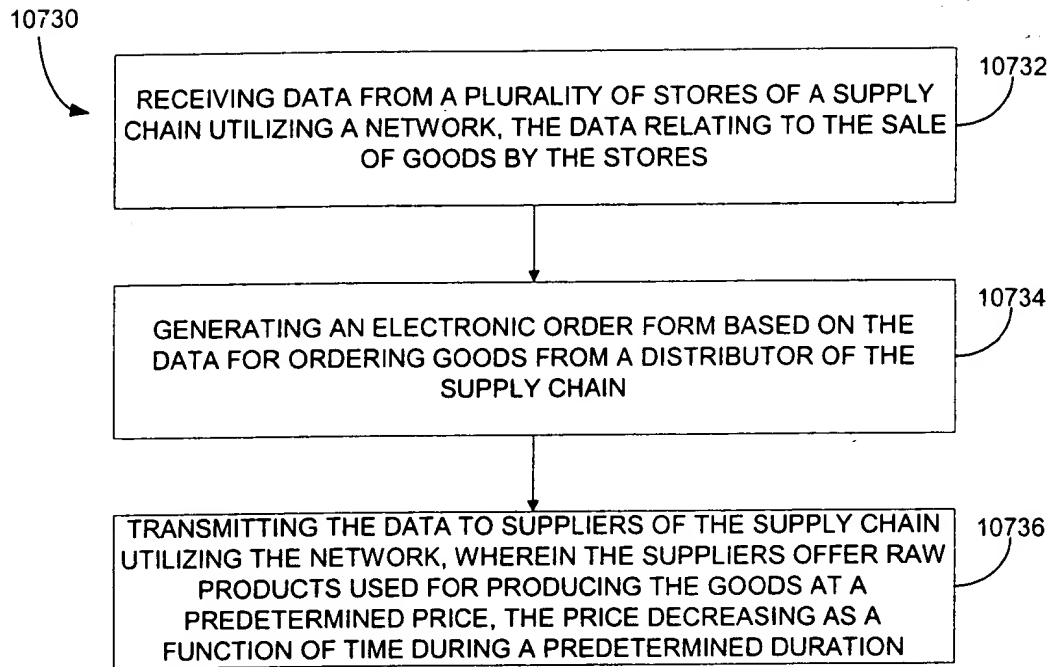
**FIG. 104B**



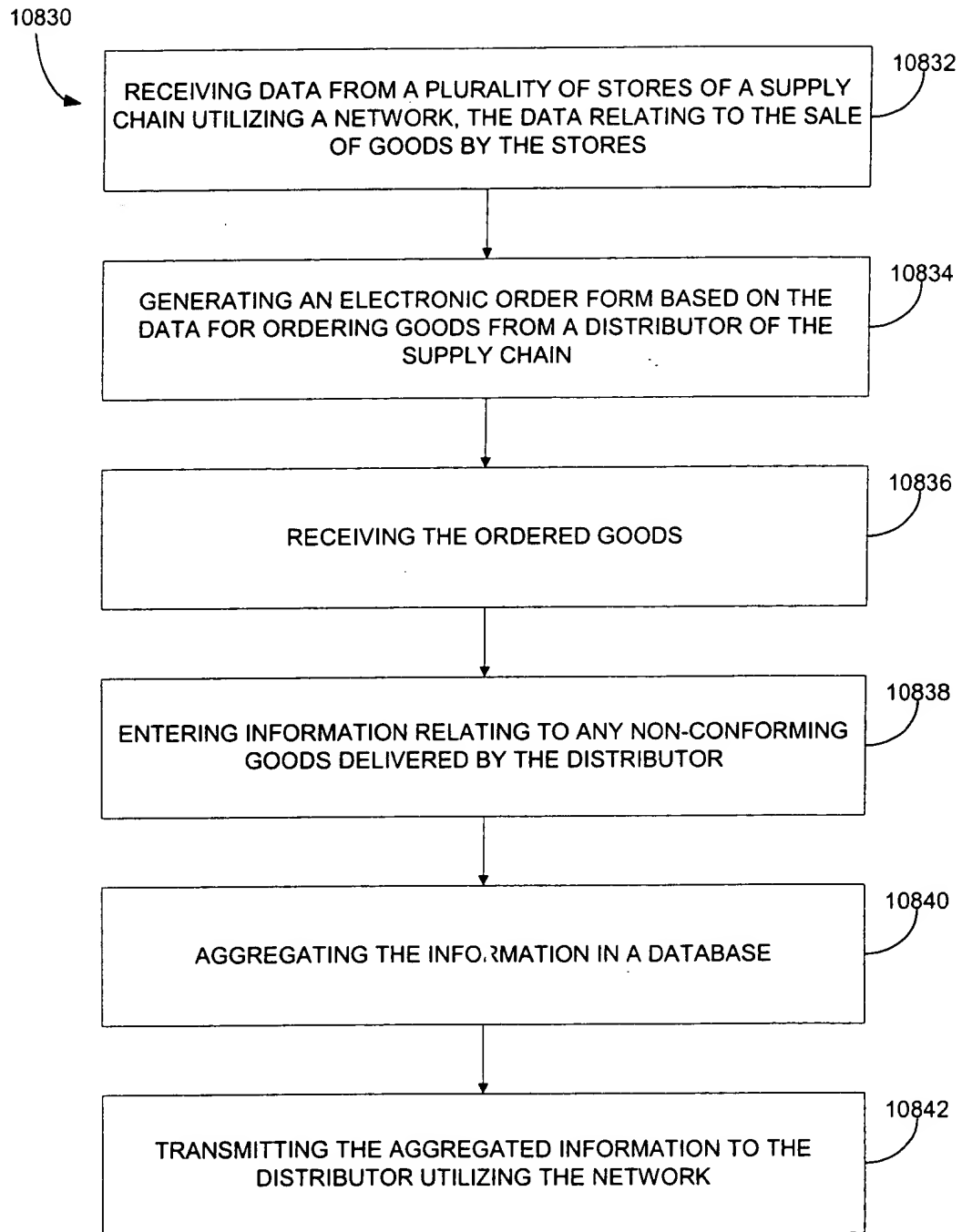
**FIG. 105**



**FIG. 106**

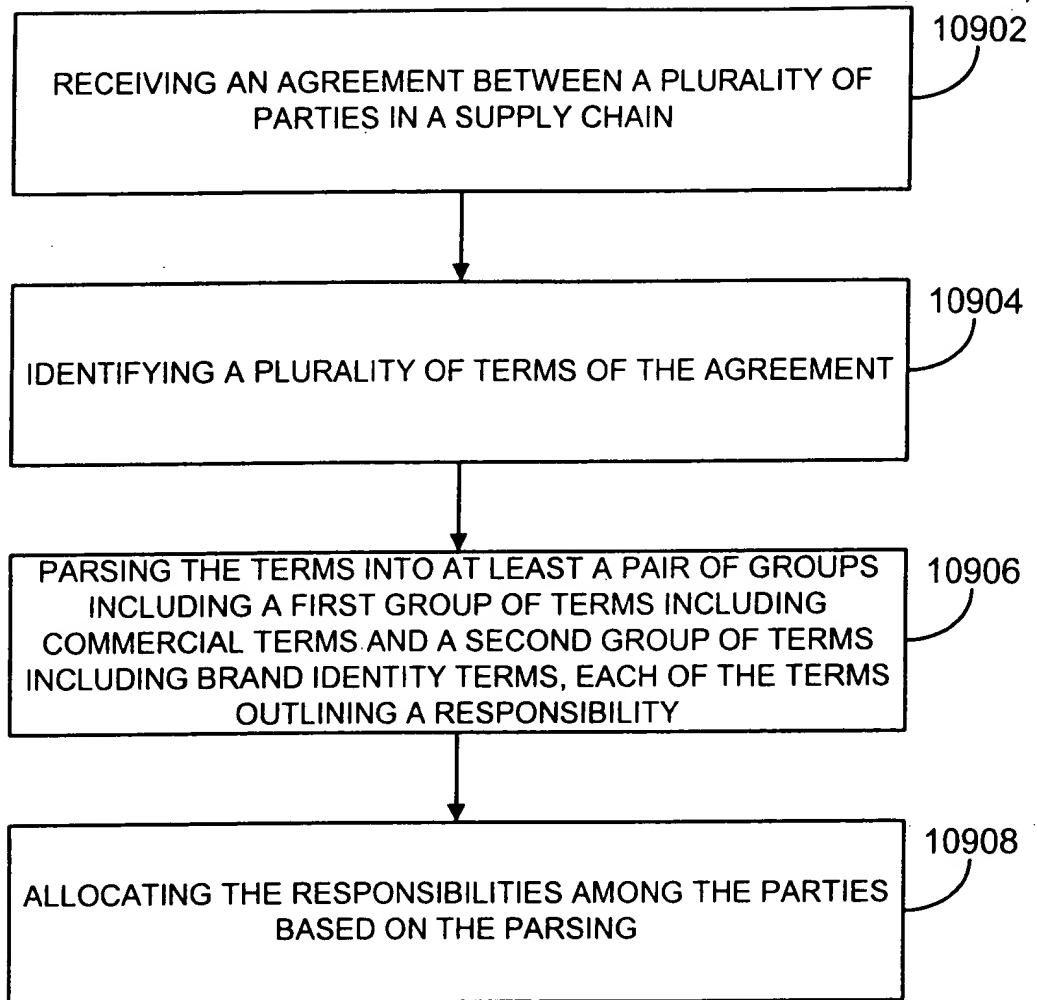


**FIG. 107**



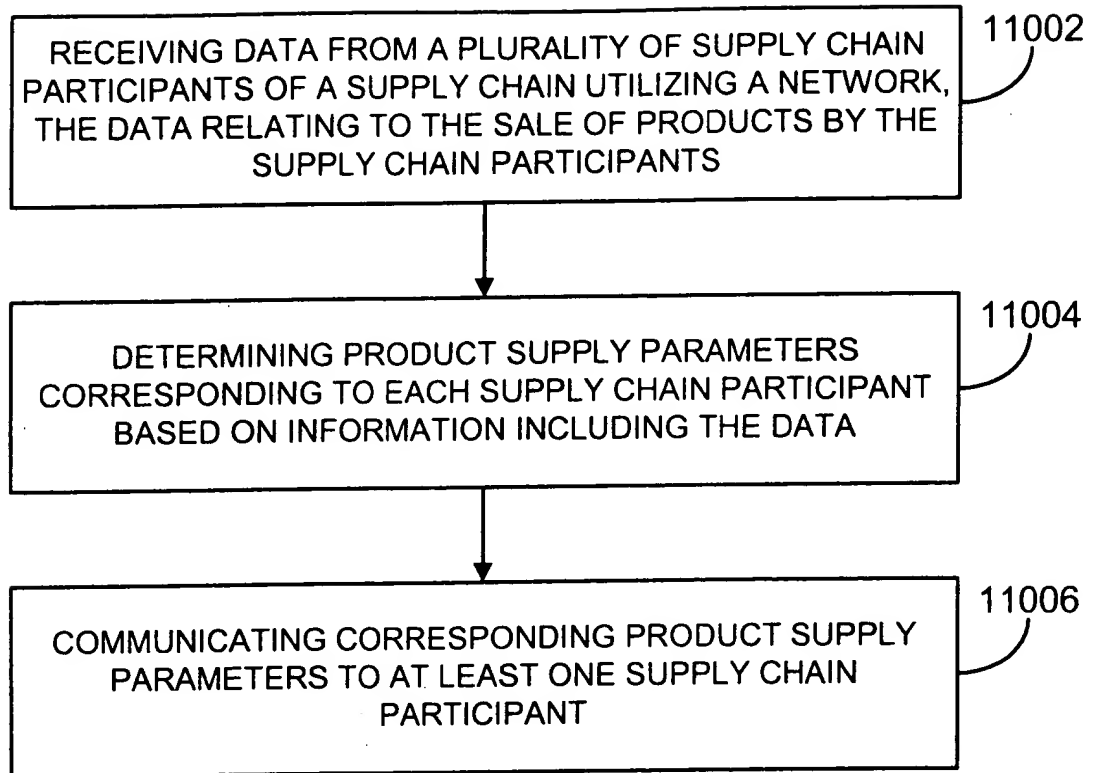
**FIG. 108**

10900



**FIG. 109**

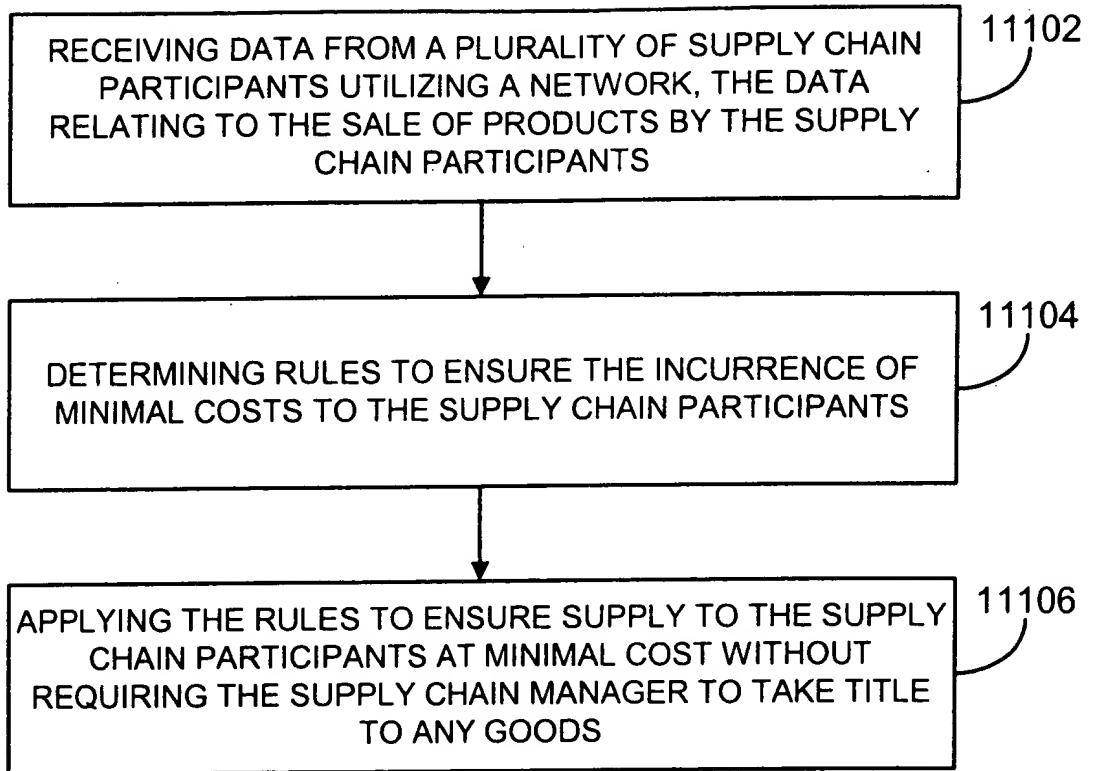
11000



**FIG. 110**

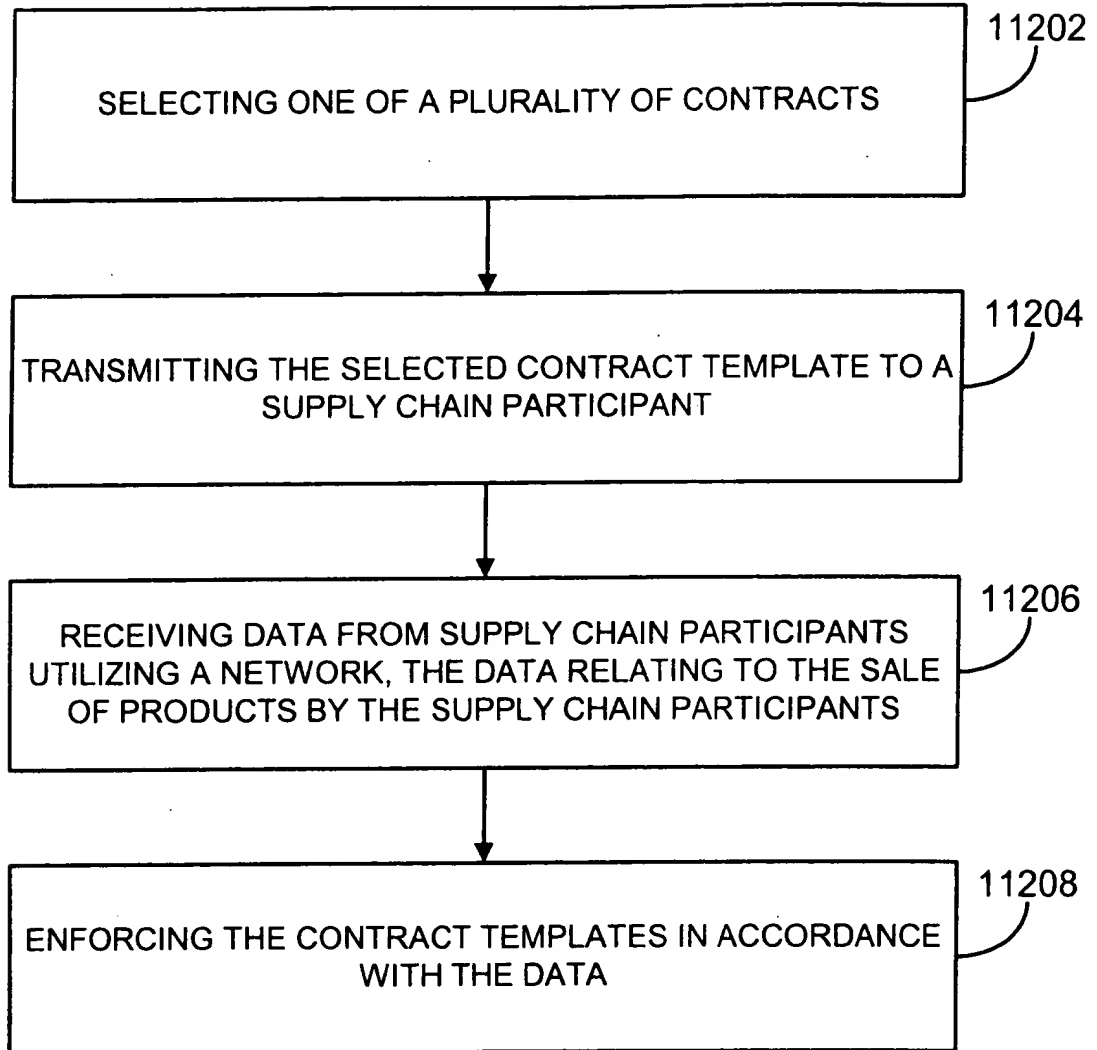


11100



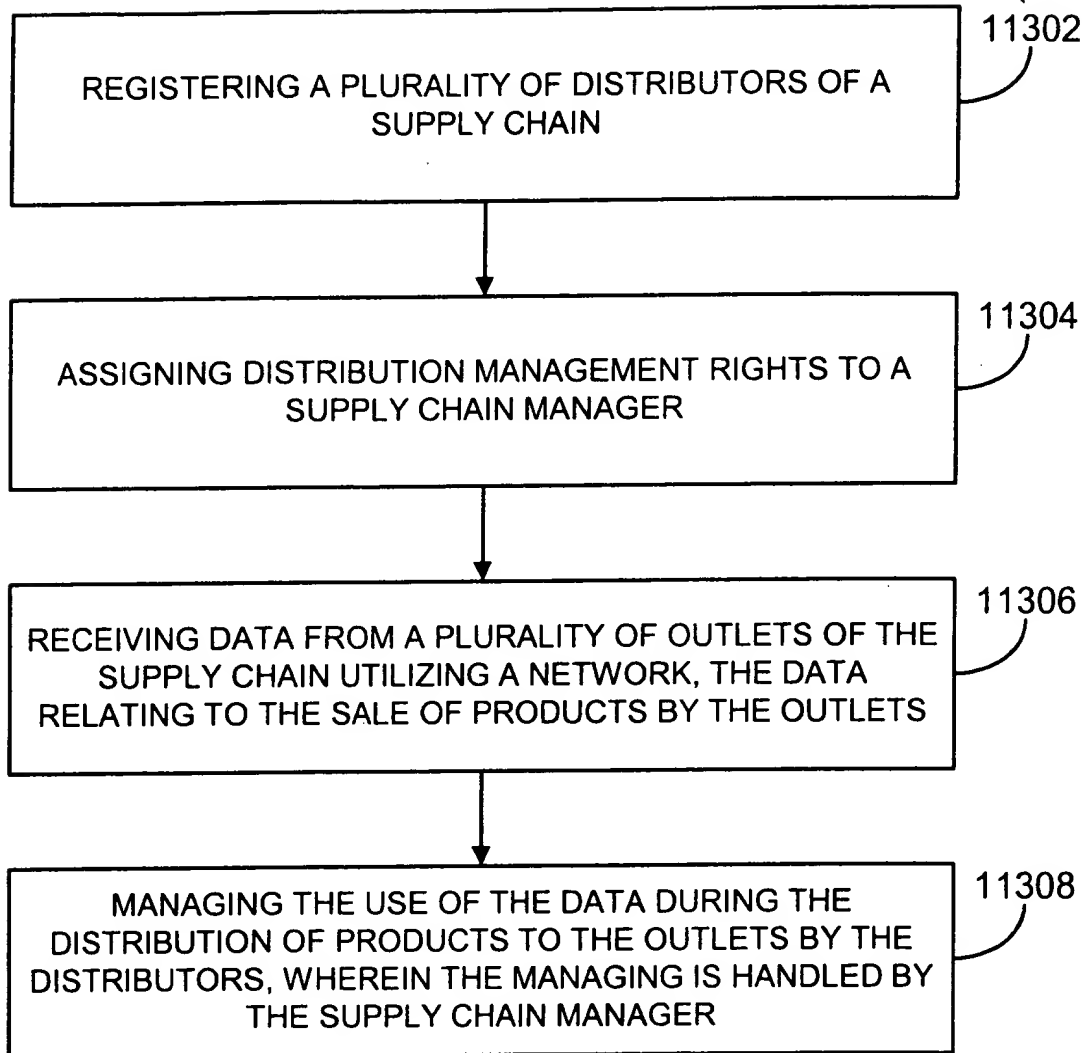
**FIG. 111**

11200



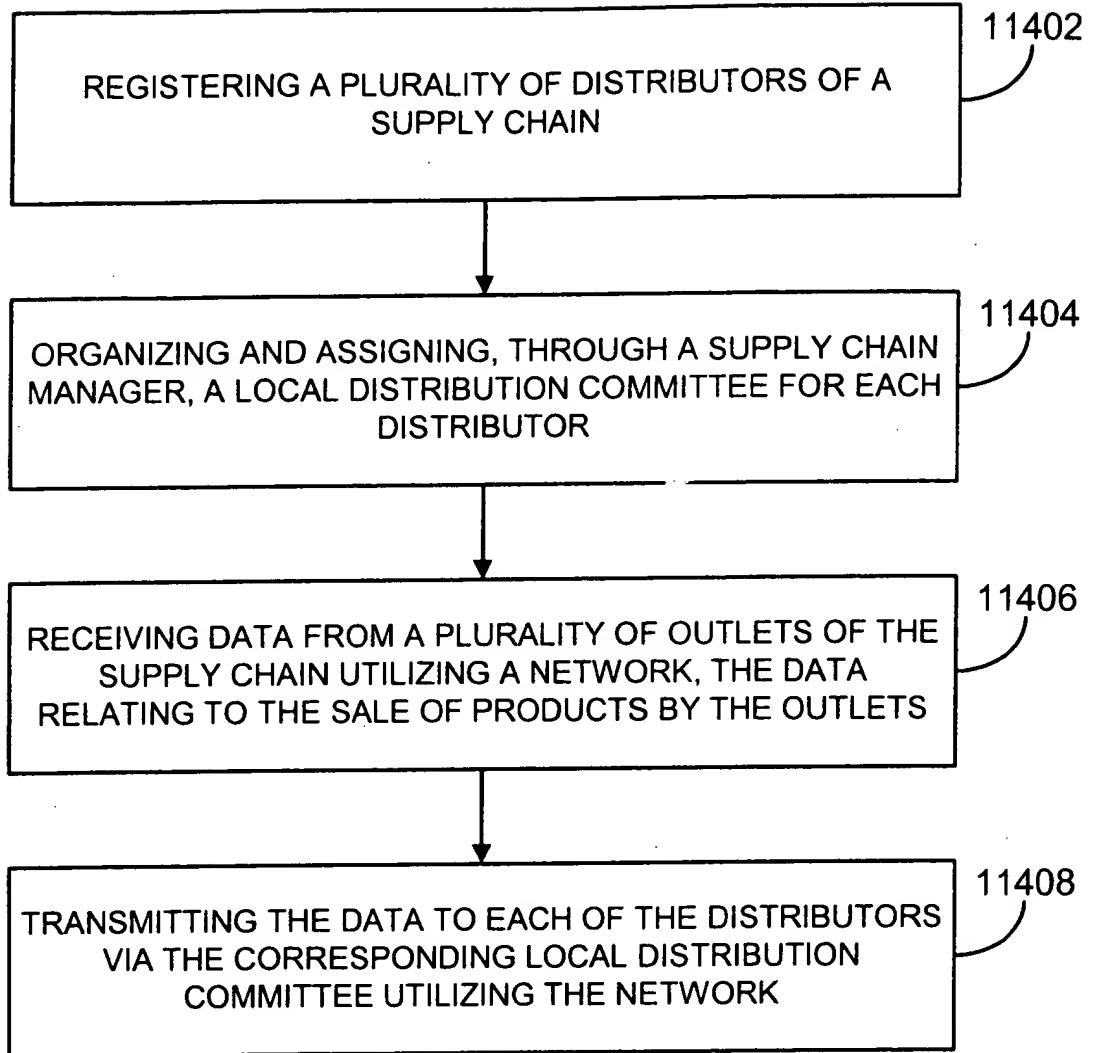
**FIG. 112**

11300



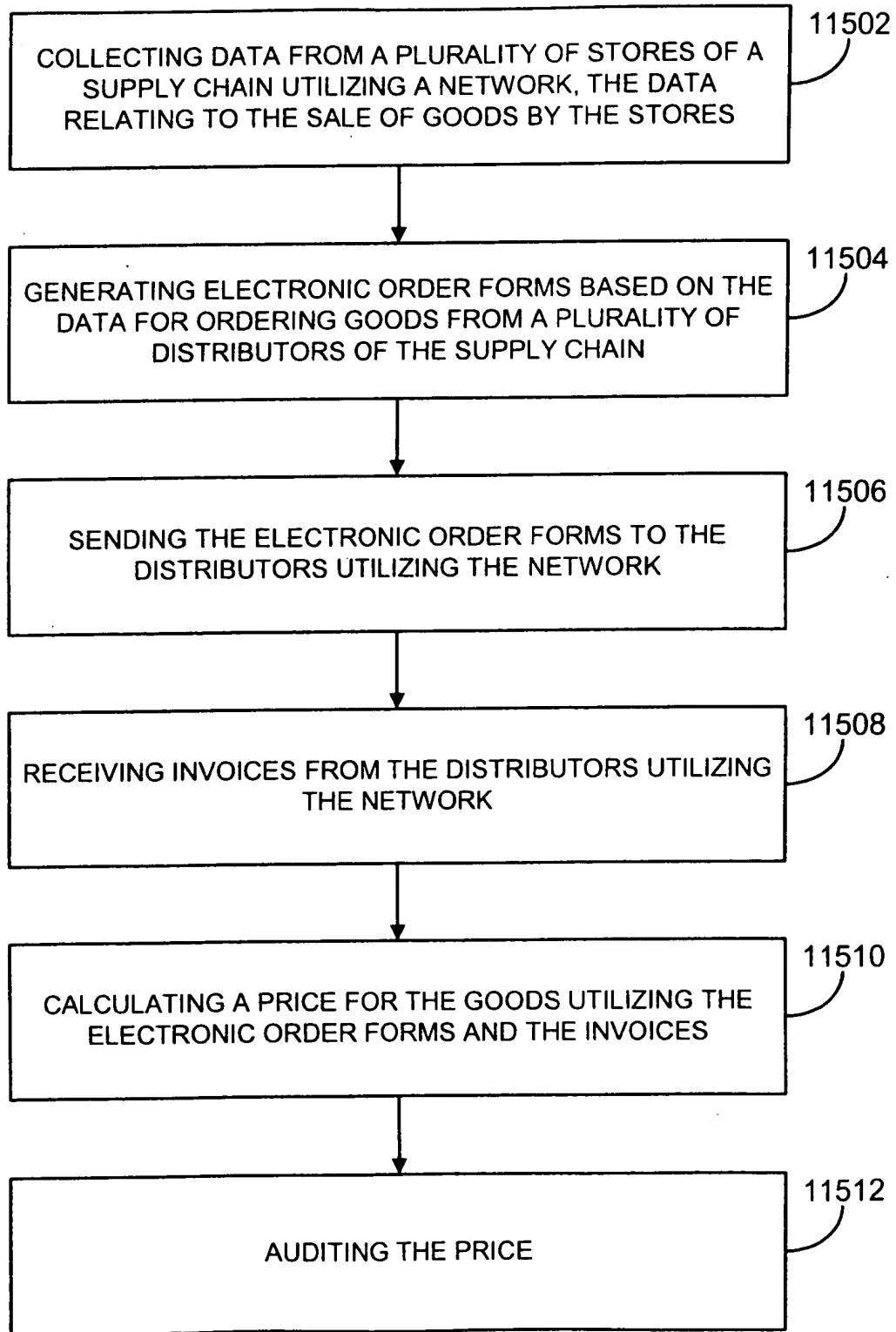
**FIG. 113**

11400



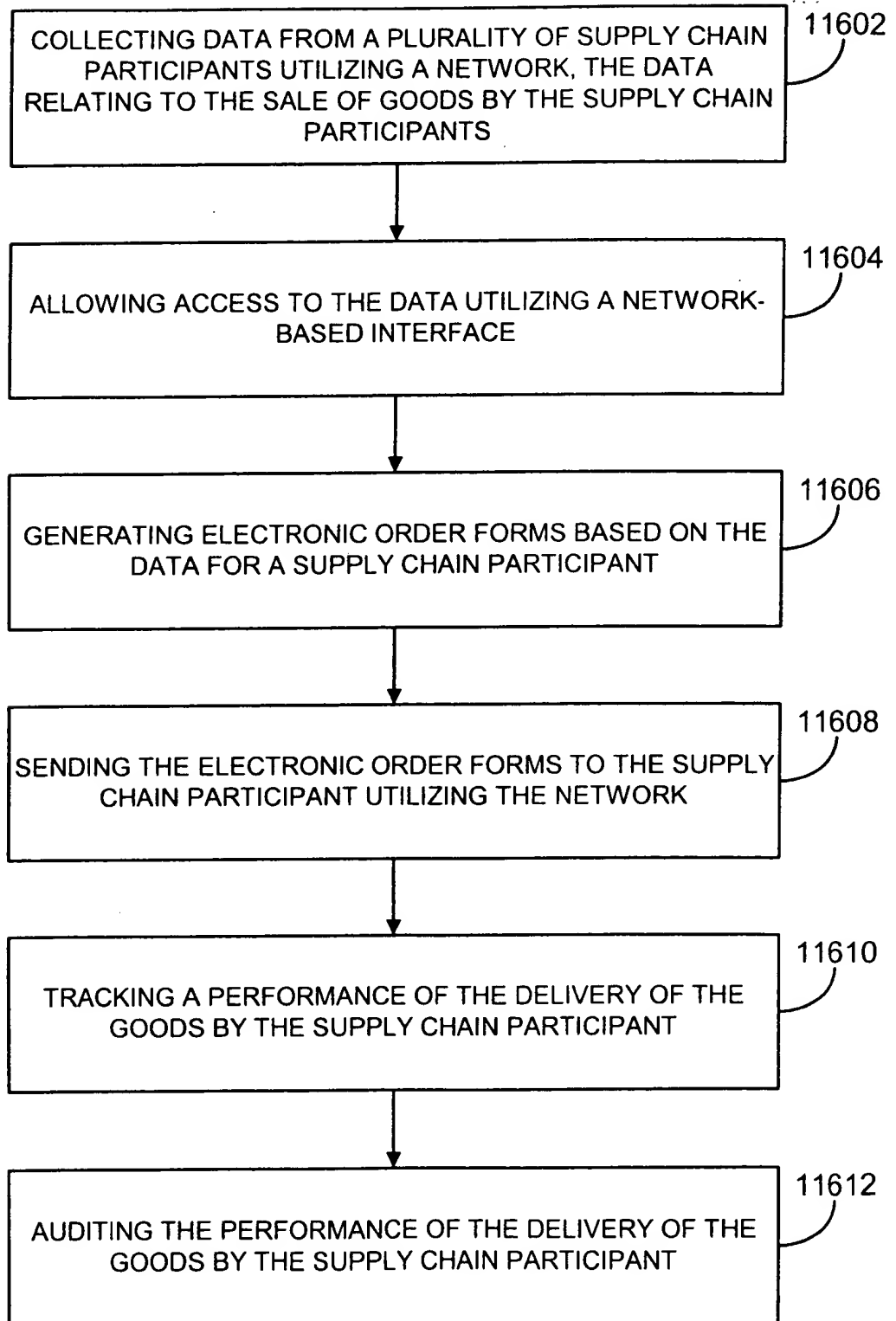
**FIG. 114**

11500



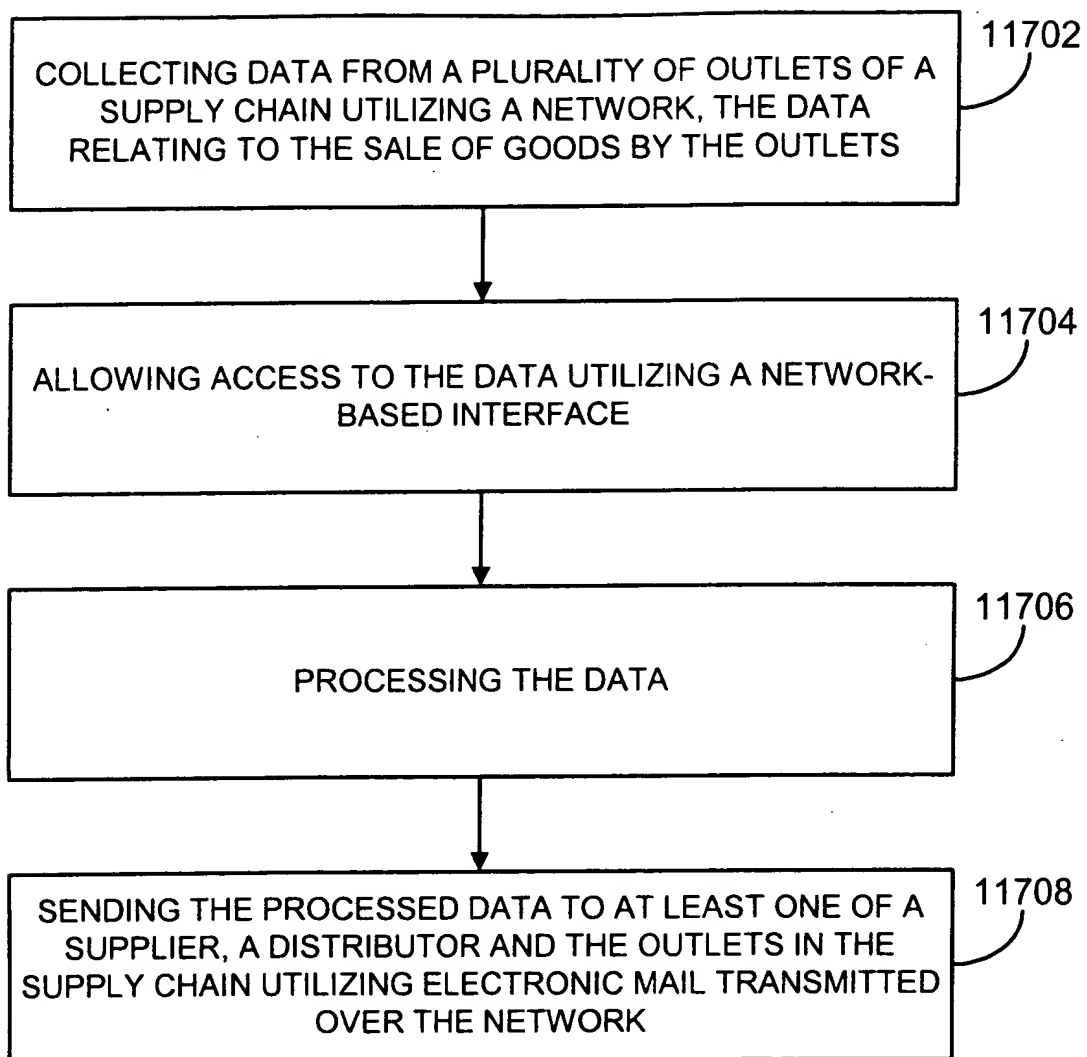
**FIG. 115**

11600



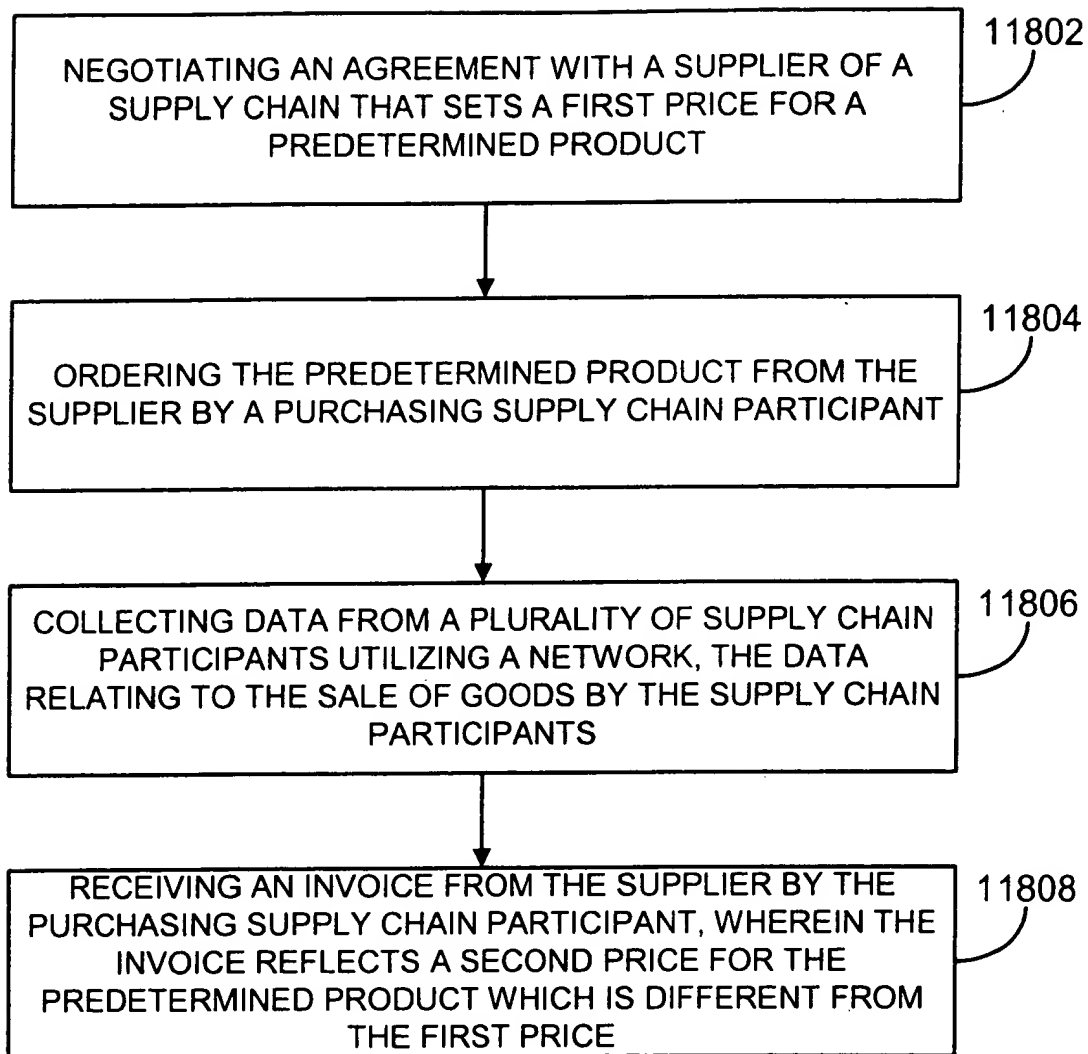
**FIG. 116**

11700



**FIG. 117**

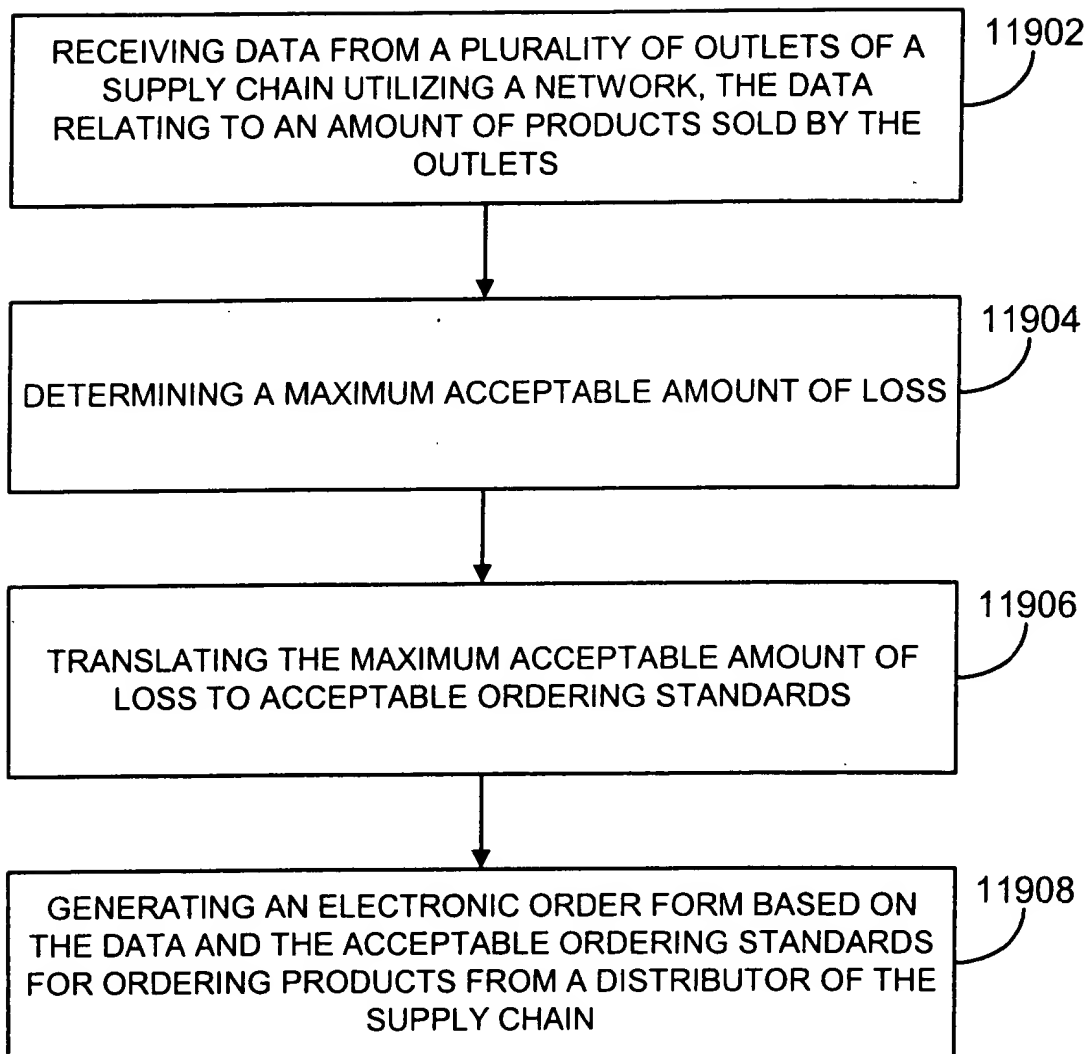
11800



**FIG. 118**



11900



**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

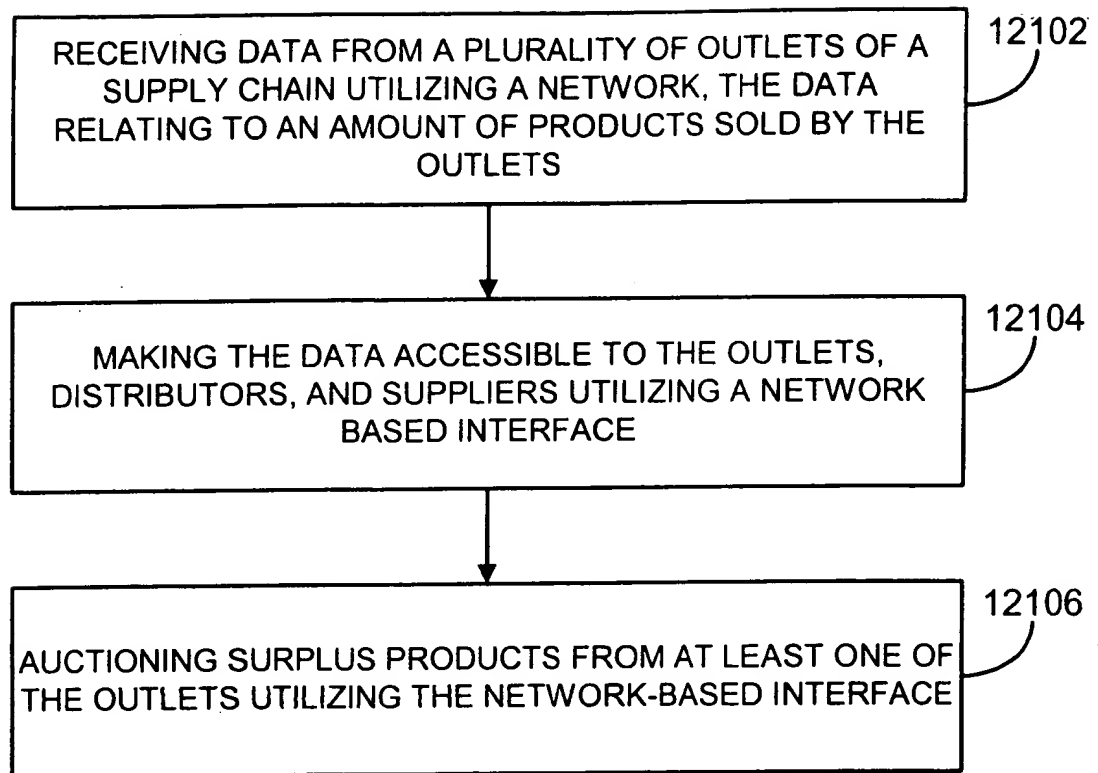
12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

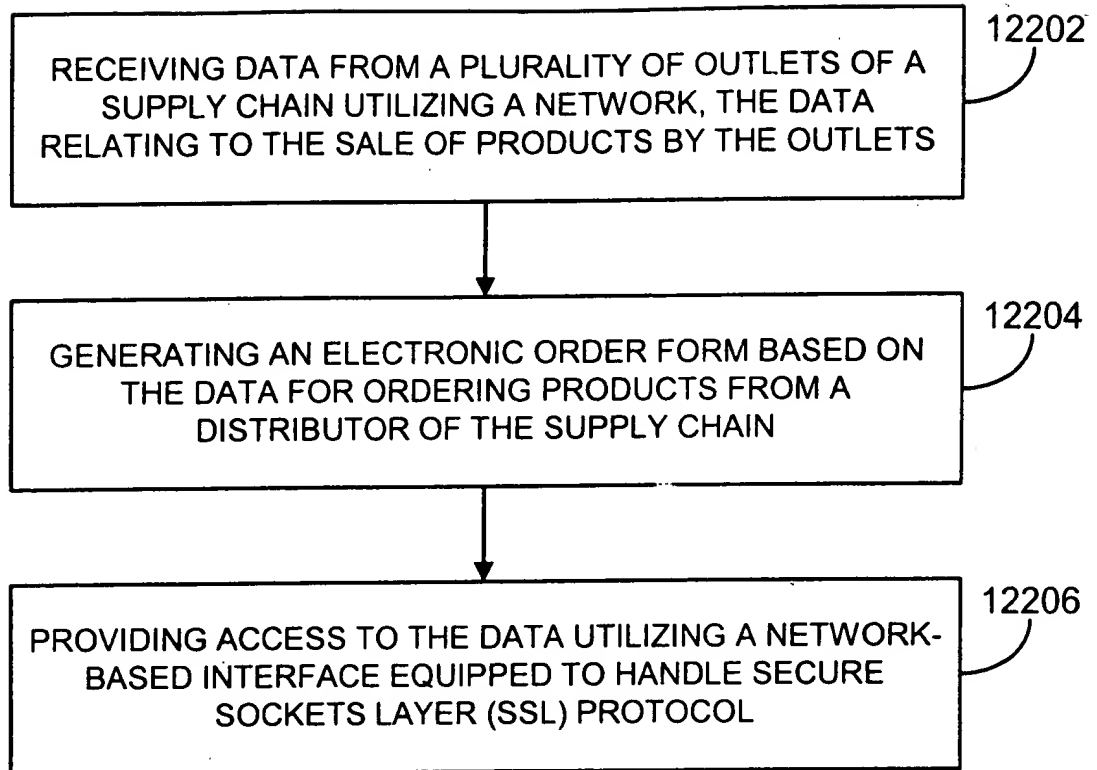
**FIG. 120**

12100



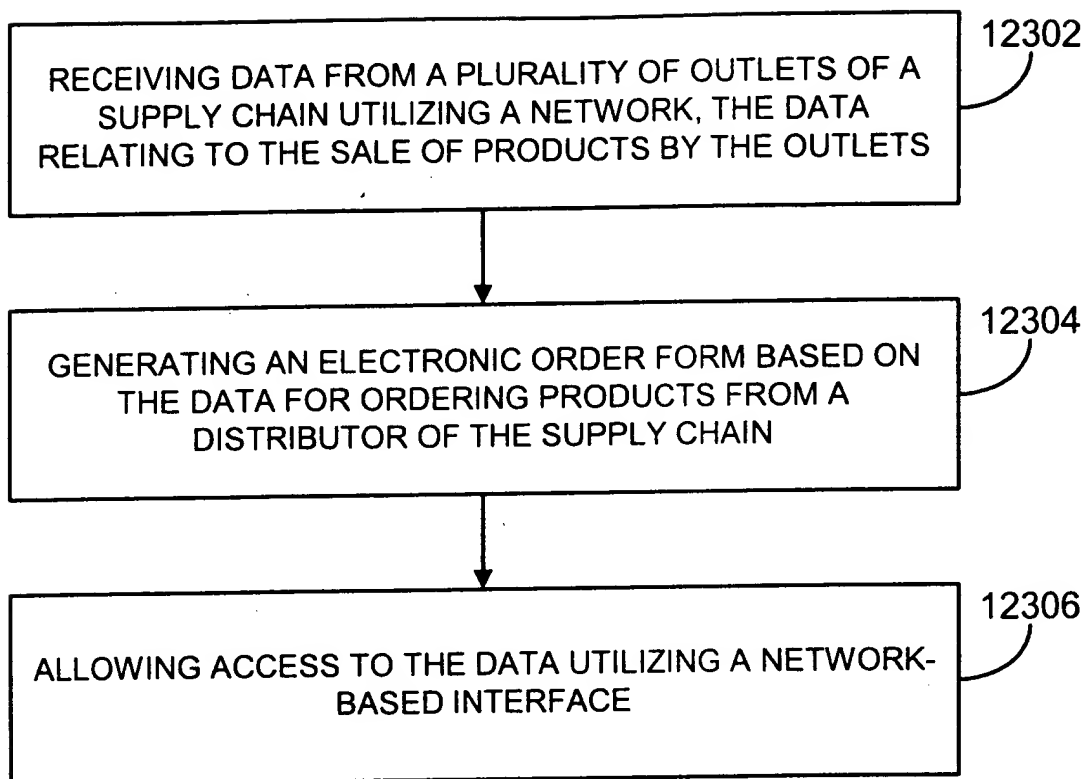
**FIG. 121**

12200



**FIG. 122**

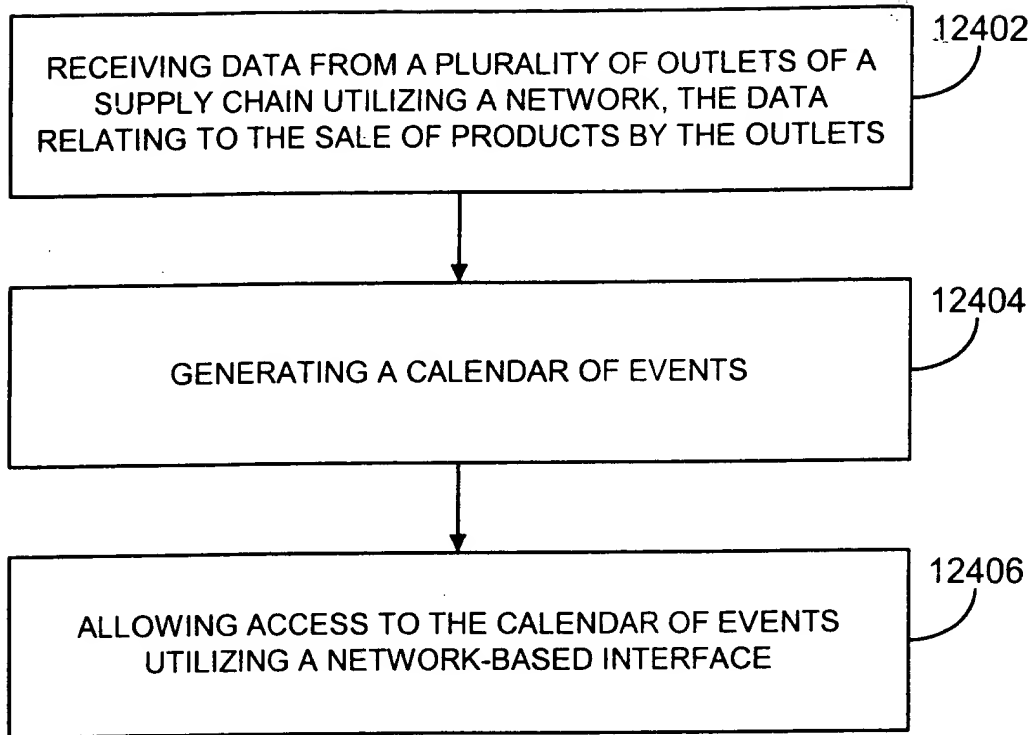
12300



**FIG. 123**

FIG. 124

12400



**FIG. 124**

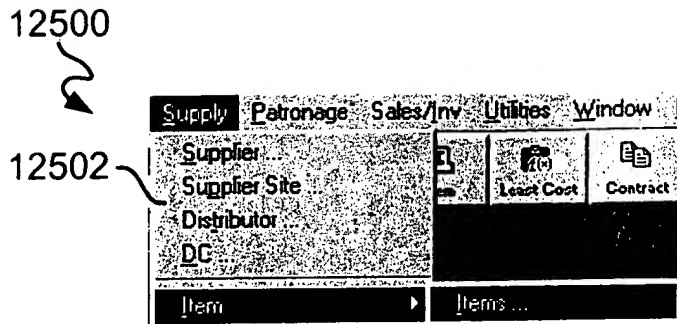


FIG. 125

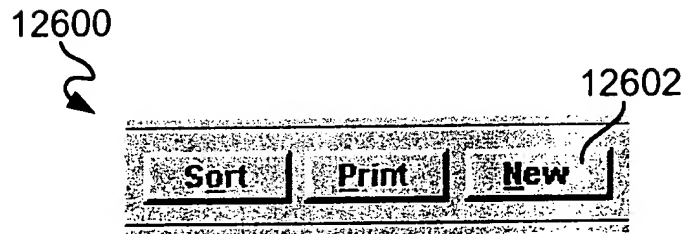


FIG. 126

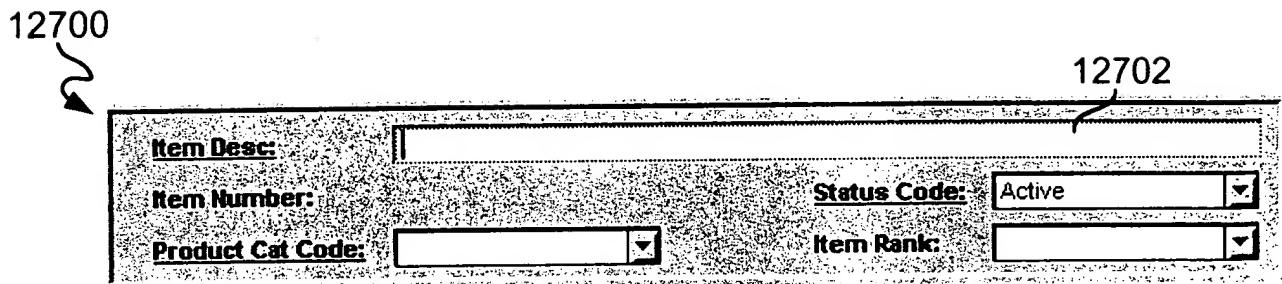


FIG. 127

T09080" 2409T260

12800



**Landed Cost by Distribution Center**

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12800  
2409T260



109080-3409T860

12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	NCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

09816043 0809T860

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

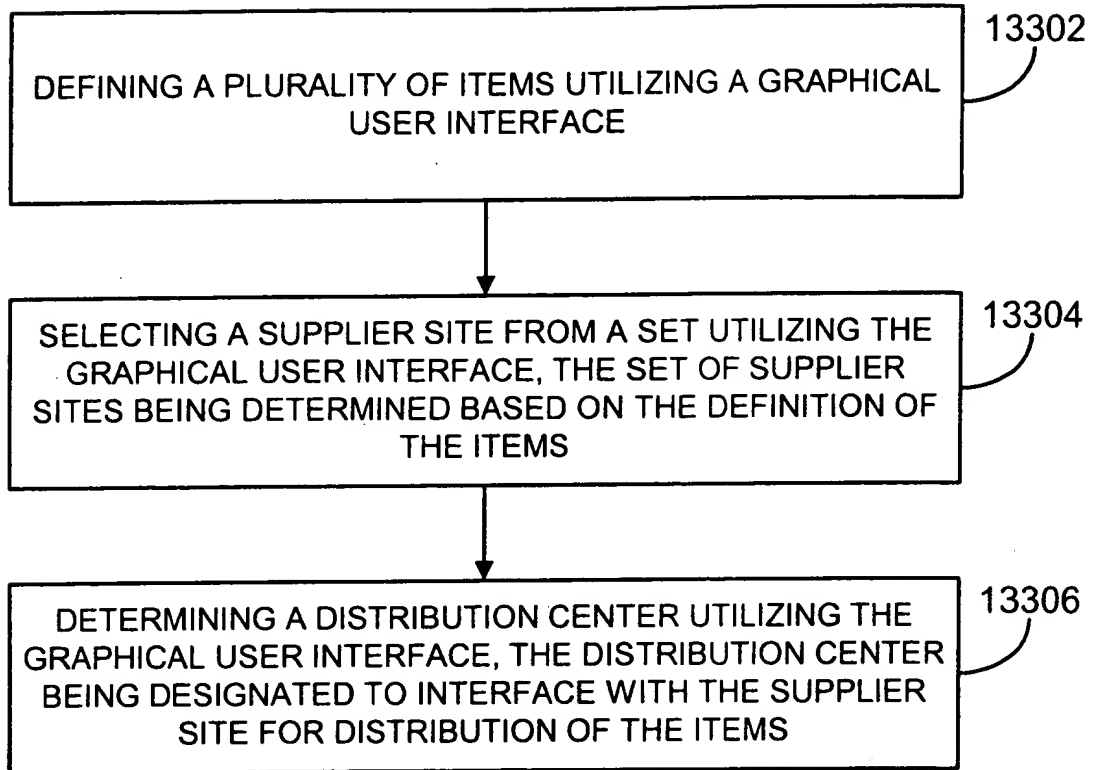
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input type="button" value="v"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

FIG. 132

13300

**FIG. 133**

09816048-08050T

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

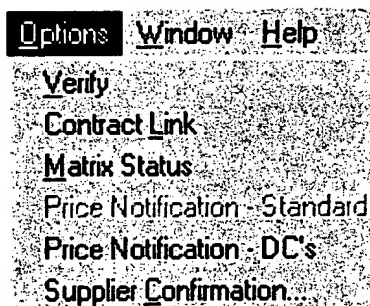


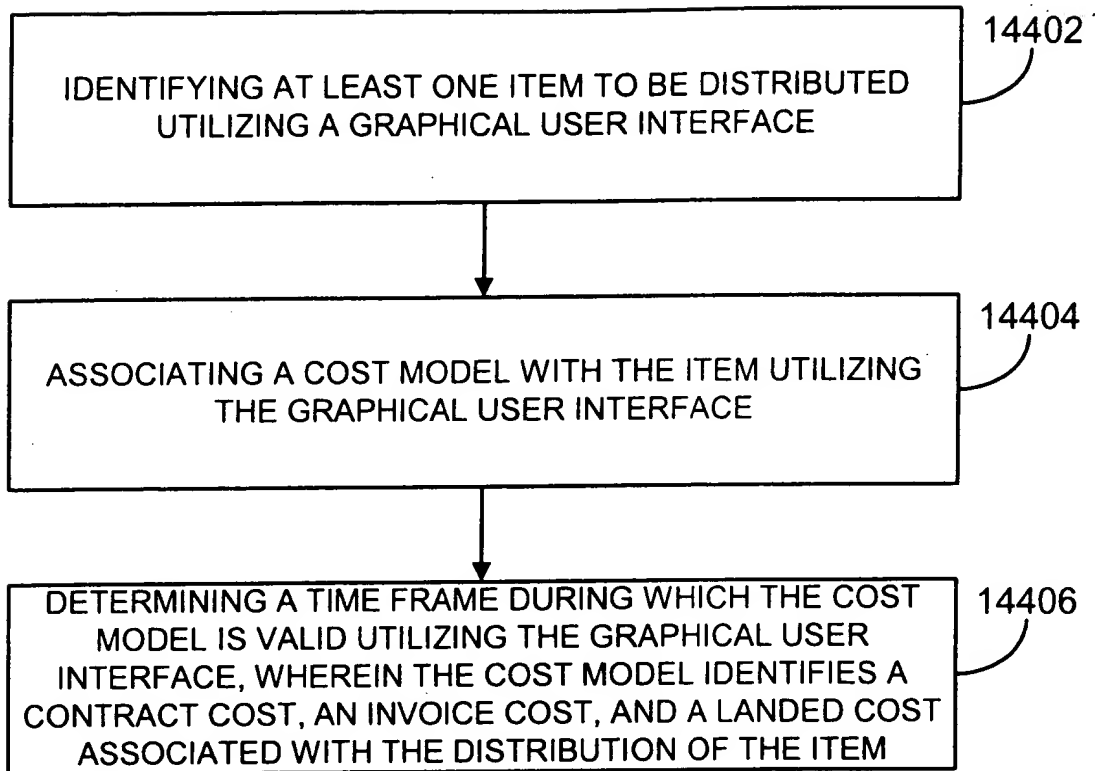
FIG. 141

14300

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
Vendor Rating	New (build matrix) ...	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

09816048-080601

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input checked="" type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input checked="" type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input checked="" type="radio"/> No Date

FIG. 151

15200

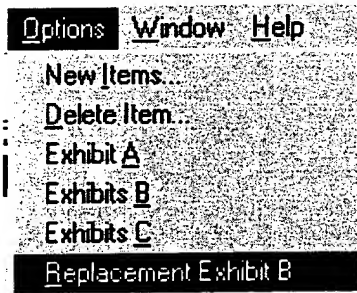


FIG. 152

15300

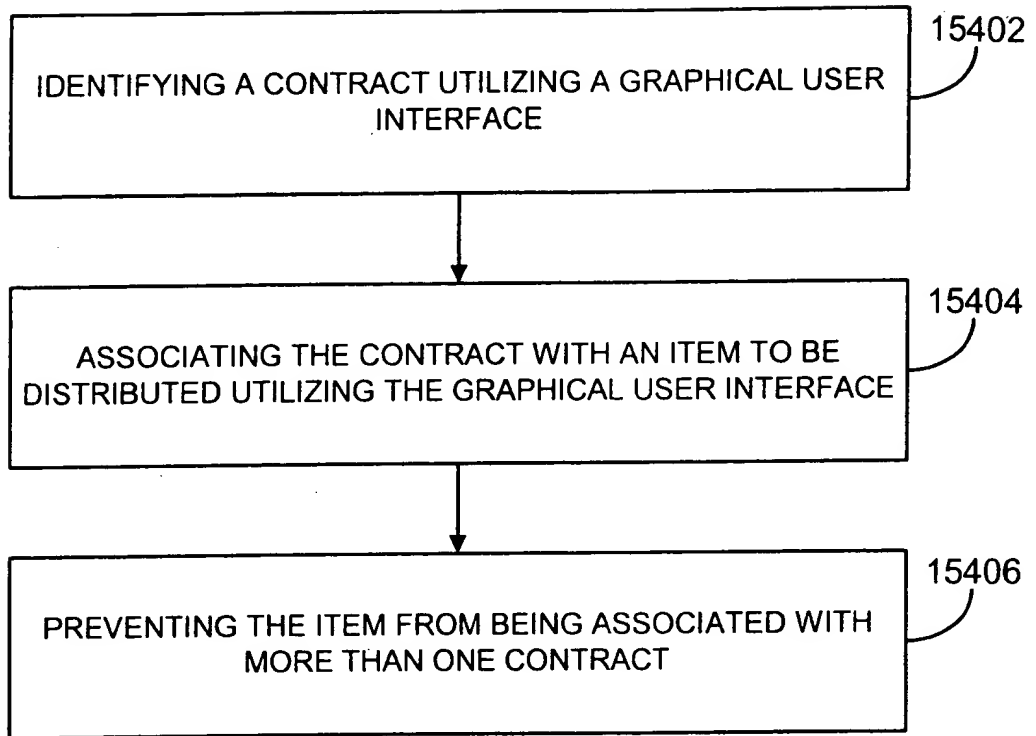


FIG. 153

FO9080" 8409T860



15400



**FIG. 154**

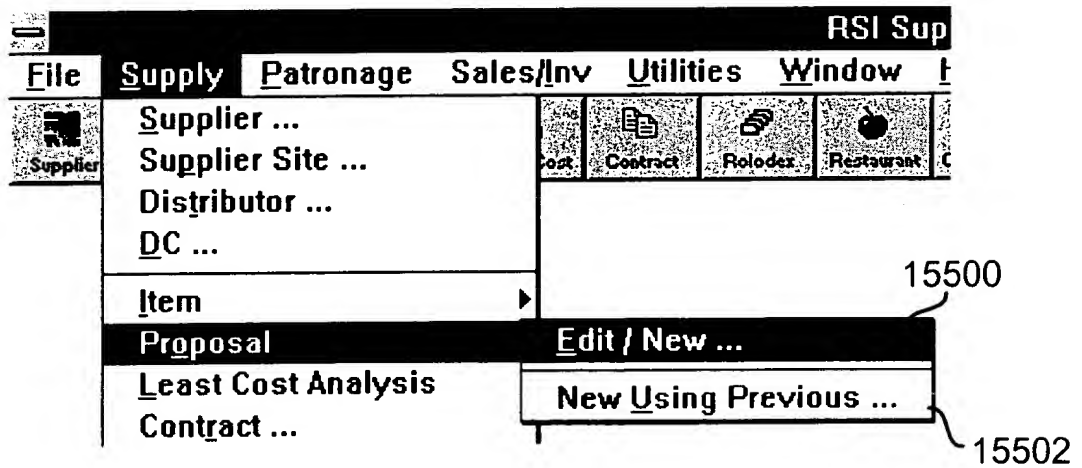


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids															
Main Info	Items	Suppliers	DCs												
<b>Proposal Information</b> <table> <tr> <td>Proposal ID:</td> <td>1021</td> <td>Proposal Due Date:</td> <td>06/12/97</td> </tr> <tr> <td>Proposal Name:</td> <td>Foam Hot Cups &amp; Polystyrene Lids</td> <td>Contract Begin Date:</td> <td>07/01/97</td> </tr> <tr> <td>Buyer Name:</td> <td>Dennis Clabby</td> <td>Contract End Date:</td> <td>06/30/98</td> </tr> </table>				Proposal ID:	1021	Proposal Due Date:	06/12/97	Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97	Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98
Proposal ID:	1021	Proposal Due Date:	06/12/97												
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97												
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98												
<b>Actions</b> <table> <thead> <tr> <th>#</th> <th>Date:</th> <th>Action Description:</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>				#	Date:	Action Description:	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						
#	Date:	Action Description:													
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.													

FIG. 156

FO9080"8409T860



15700

FIG. 157

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

15800

FIG. 158

09316040-080601

00816048-080601

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

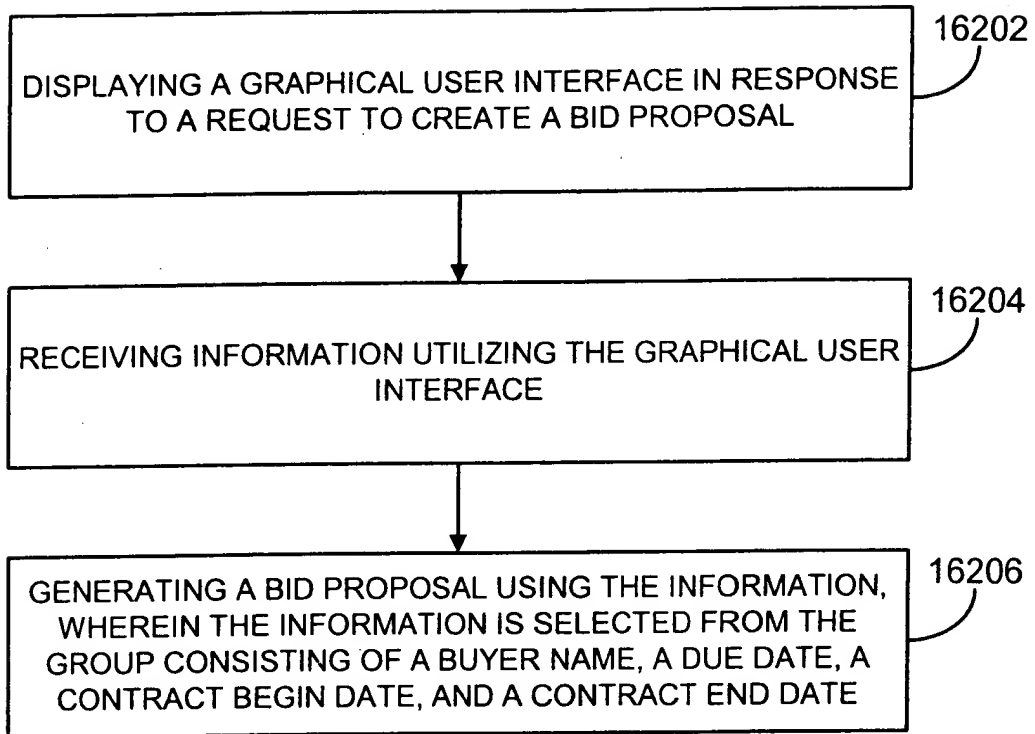
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

T09080" 8409T860

16200



**FIG. 162**

16300



FIG. 163

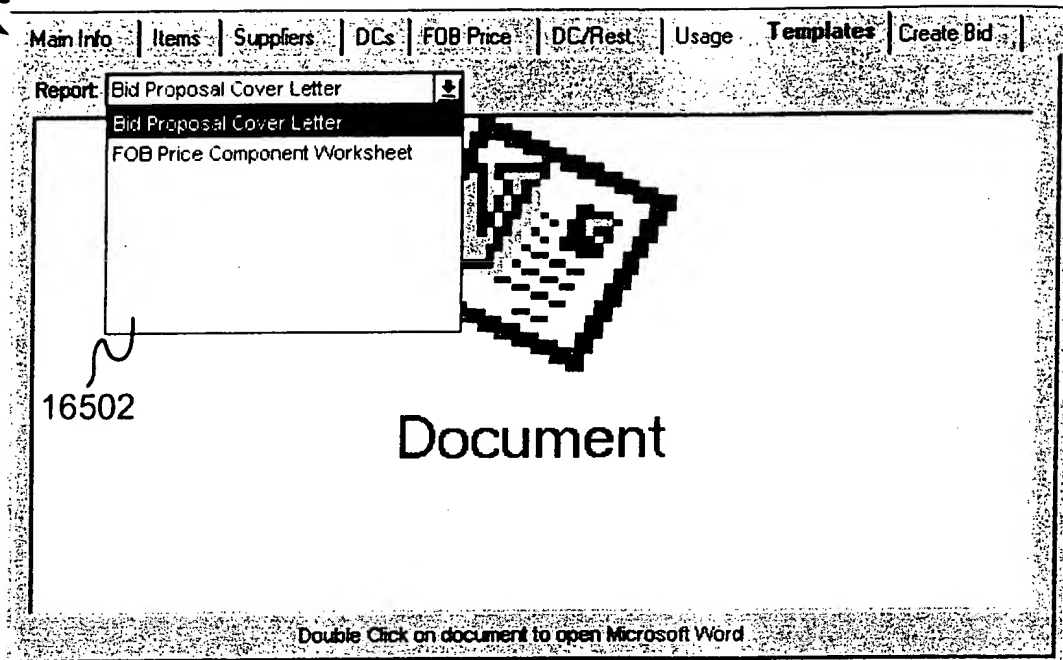
16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164



16500



16502

Document

FIG. 165

16600

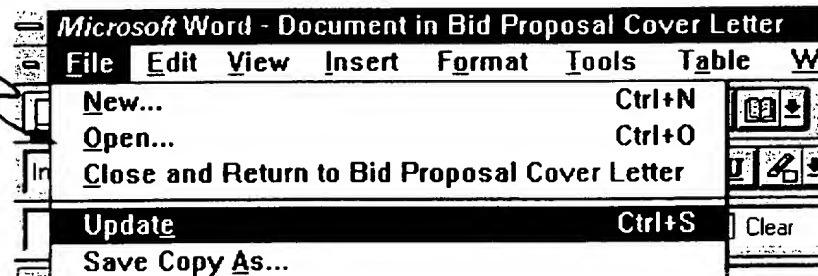


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

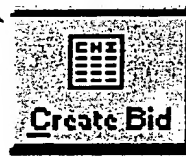


FIG. 168

16900

Report: **Item Information Worksheet**

7/2/97

Bid Proposal Cover Letter   
 FOB Price Component Worksheet   
 General Terms & Conditions   
**Item Information Worksheet**   
 LTL Freight Worksheet   
 Sample Supply Agreement   
 Supplier Facility Worksheet

Supplier: (all)

**Restaurant Services, Inc.**

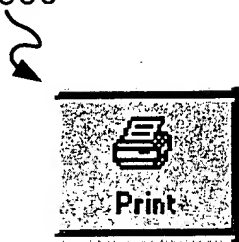
**Item Information Worksheet**

ATTY

DS

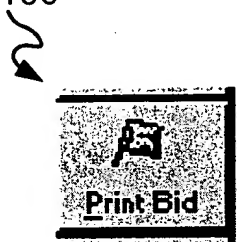
FIG. 169

17000



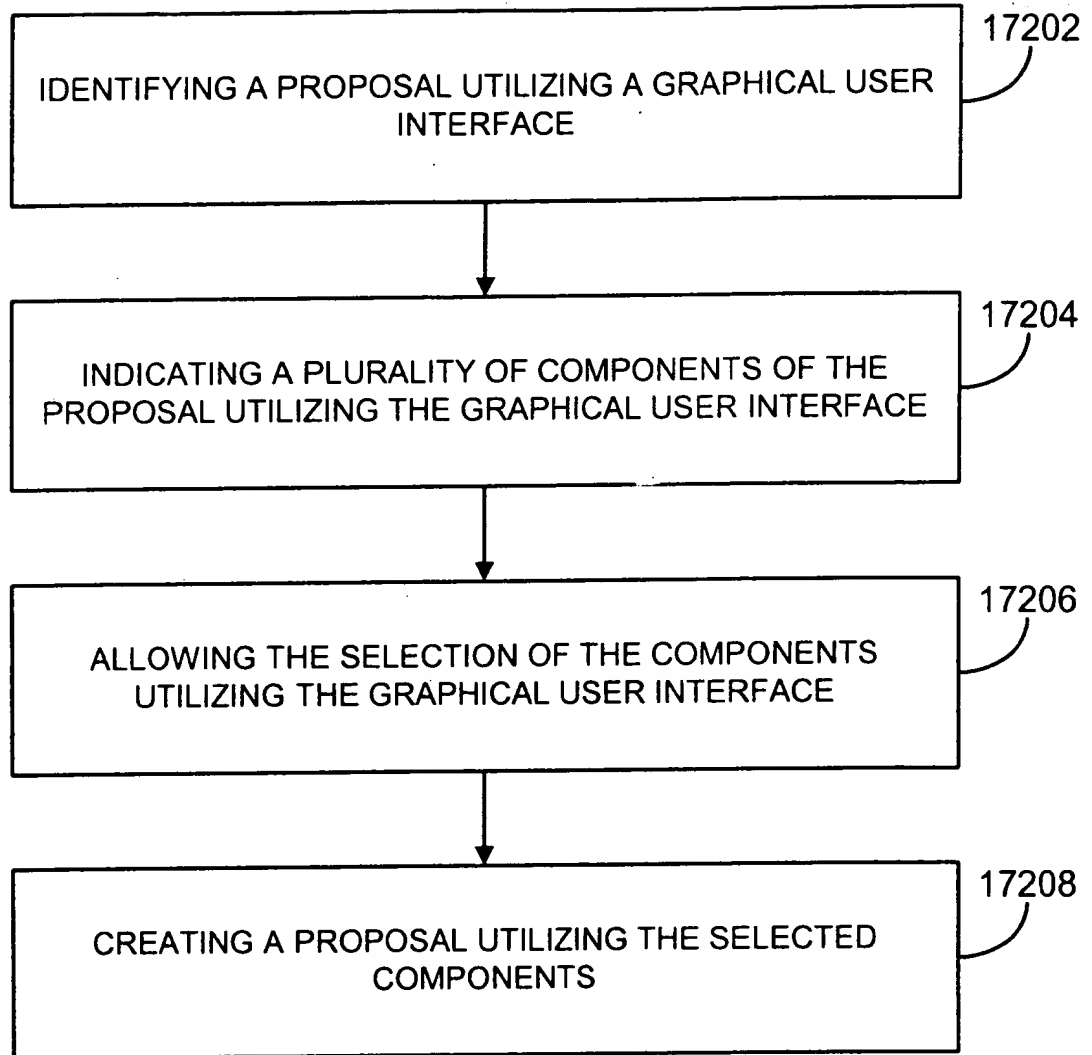
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

0916048-080601

17300



FIG. 173

17400

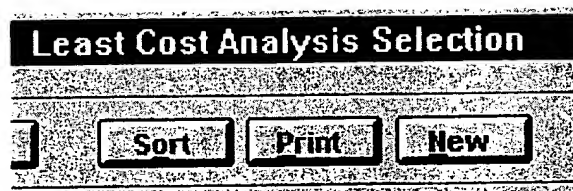


FIG. 174

17500

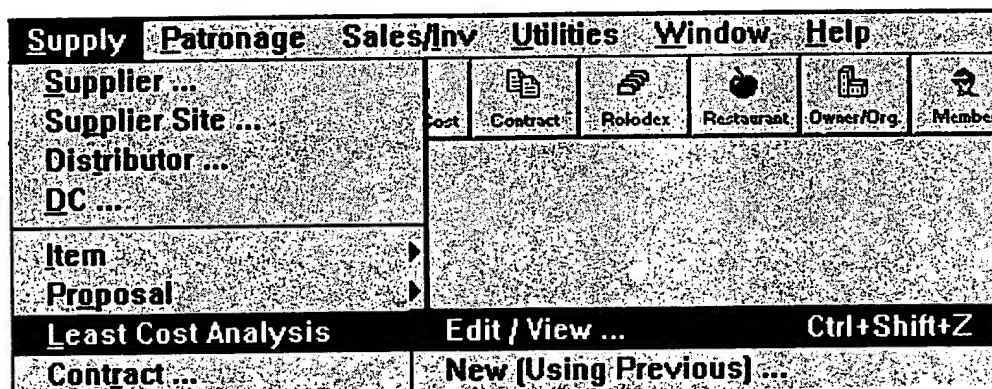


FIG. 175

<b>Bid Proposal Name:</b>	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

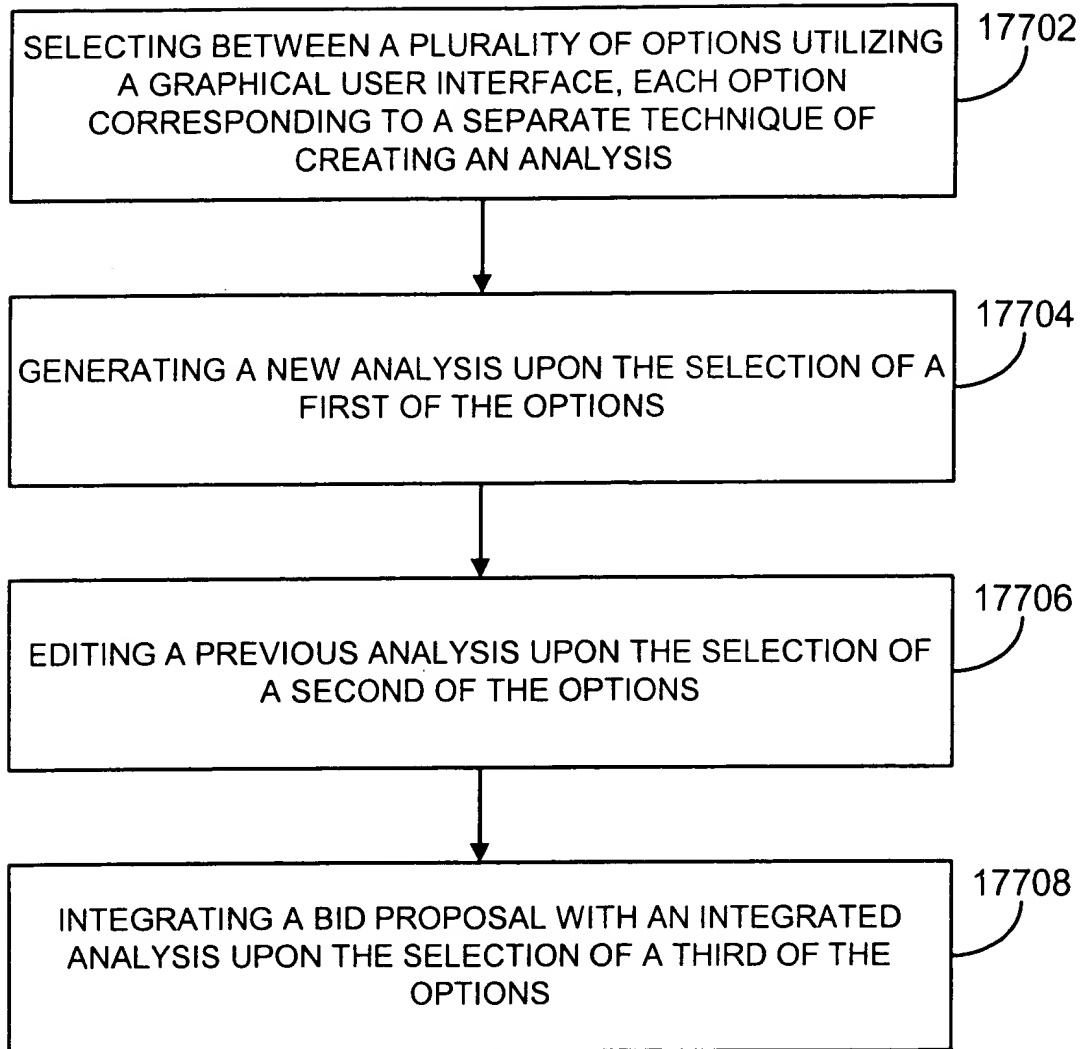
17600



**FIG. 176**

109080" 8409T360

17700



**FIG. 177**

09816048-080601

17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB

**What is pricing method for this version ?** FOB + Freight

**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000

**Override RDC Truckload Validation?** No

**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

FIG. 179



18000

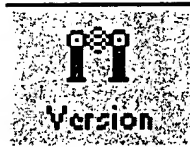


FIG. 180

18100

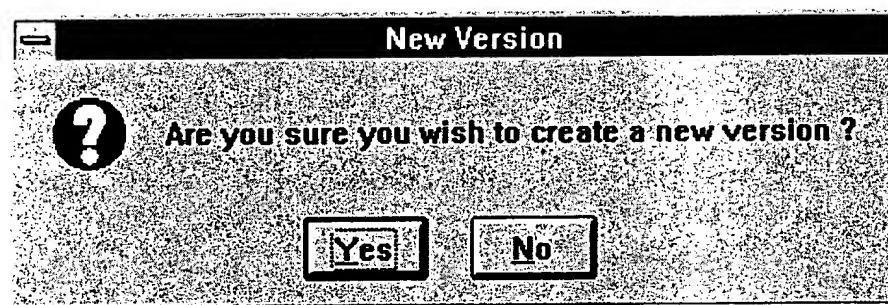
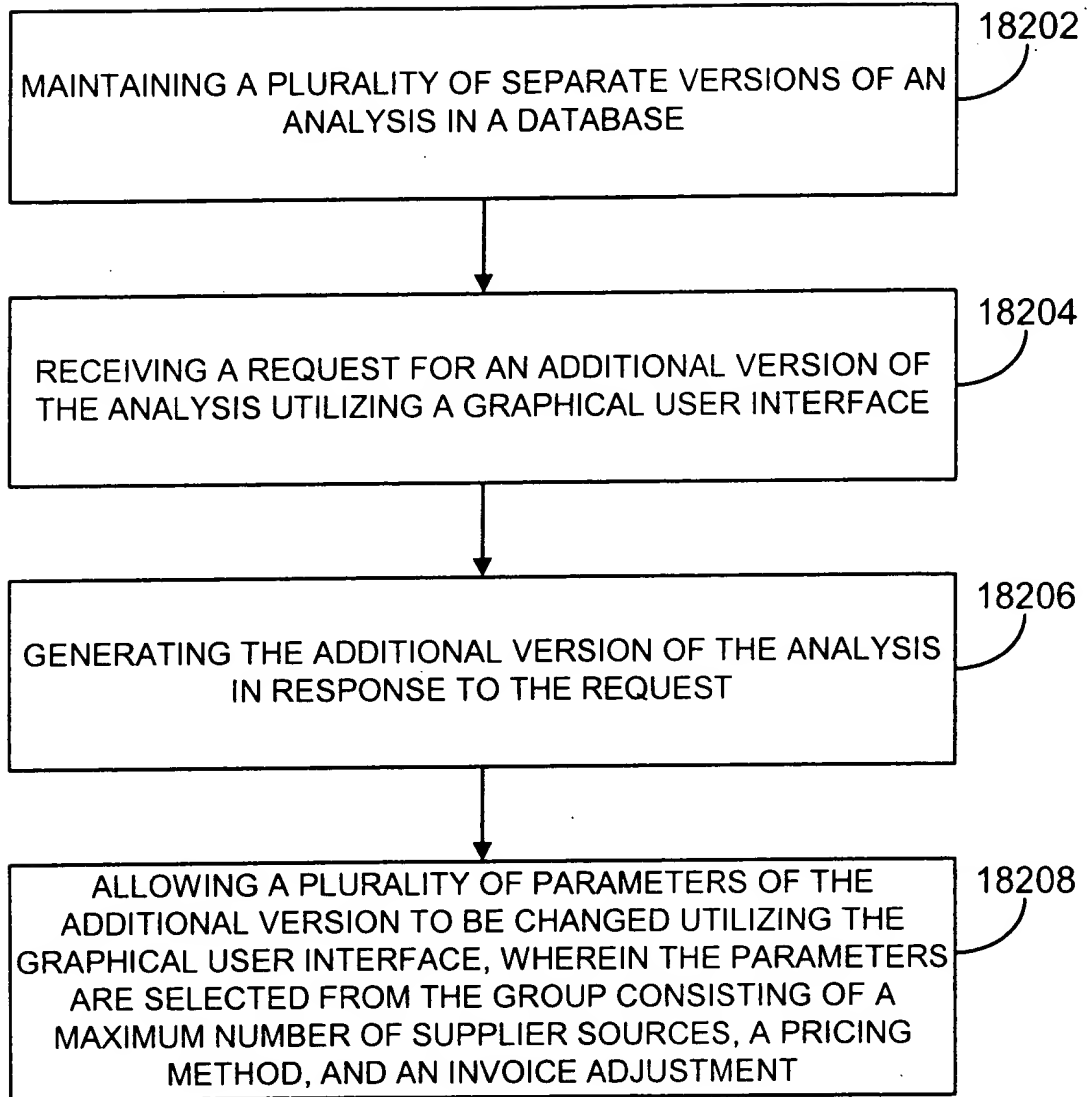


FIG. 181

FIG. 180

18200



**FIG. 182**

FIG. 183

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

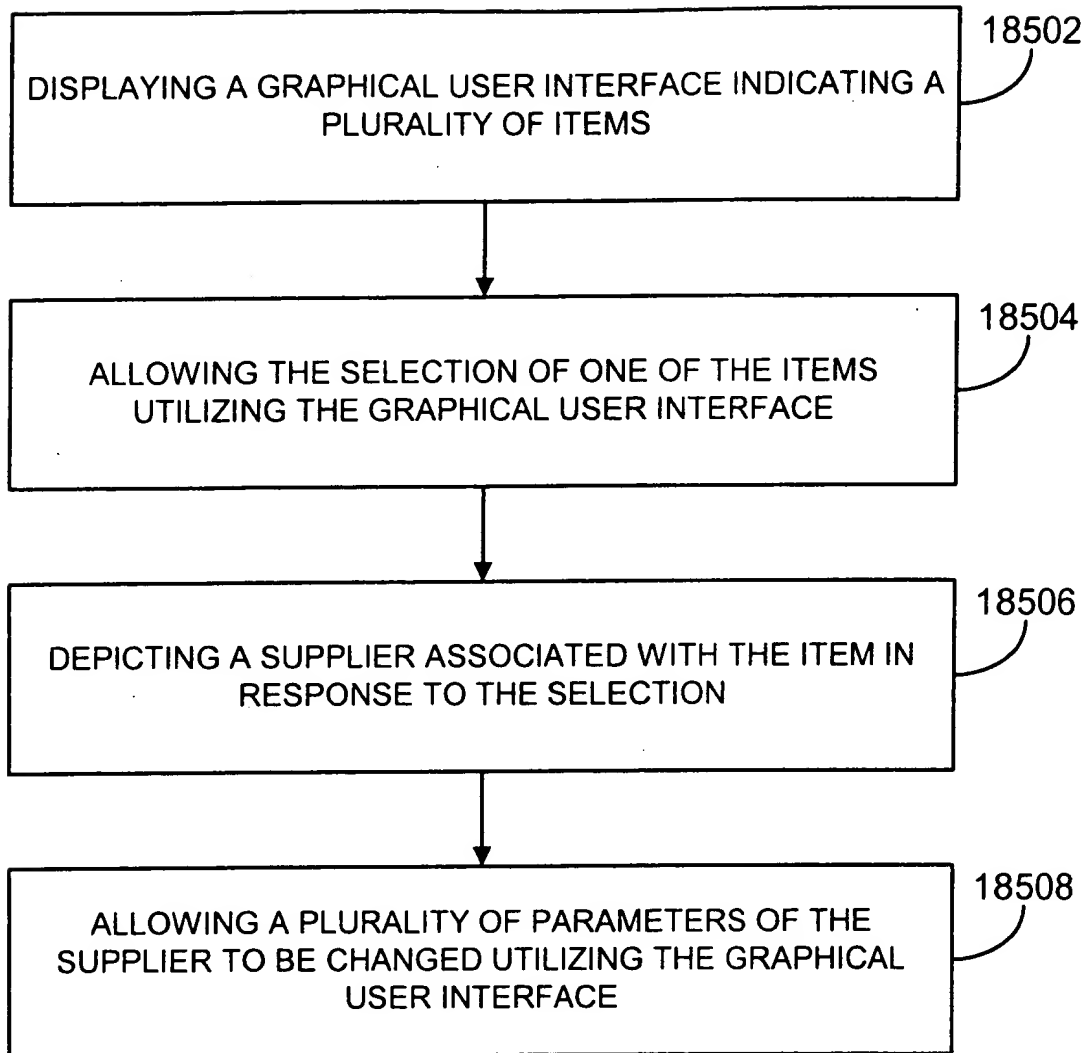
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

09316048-080601

18500



**FIG. 185**

18600 " 8409T860

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

<b>Supplier Item Desc:</b>	16 OZ COLD CUP	<b>Item No:</b>	CP2942
<b>Items per Case:</b>		<b>Tie Qty:</b>	5
<b>Innerpack Contents:</b>	1200	<b>High Qty:</b>	5
<b>Item Size:</b>		<b>Cases Per Pallet:</b>	25
<b>Item Shelf Life:</b>		<b>Stacking Allowed:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Case Length:</b>	22.125	<b>Mandatory Case Cube:</b>	3.43 CUBIC FEET
<b>Case Width:</b>	15.125	<b>Cases Per Truckload:</b>	769
<b>Case Depth:</b>	17.75	<b>Gross Weight:</b>	29.28 POUND(S)
<b>Case U/M:</b>	INCH(S)	<b>Net Weight:</b>	27.28 POUND(S)

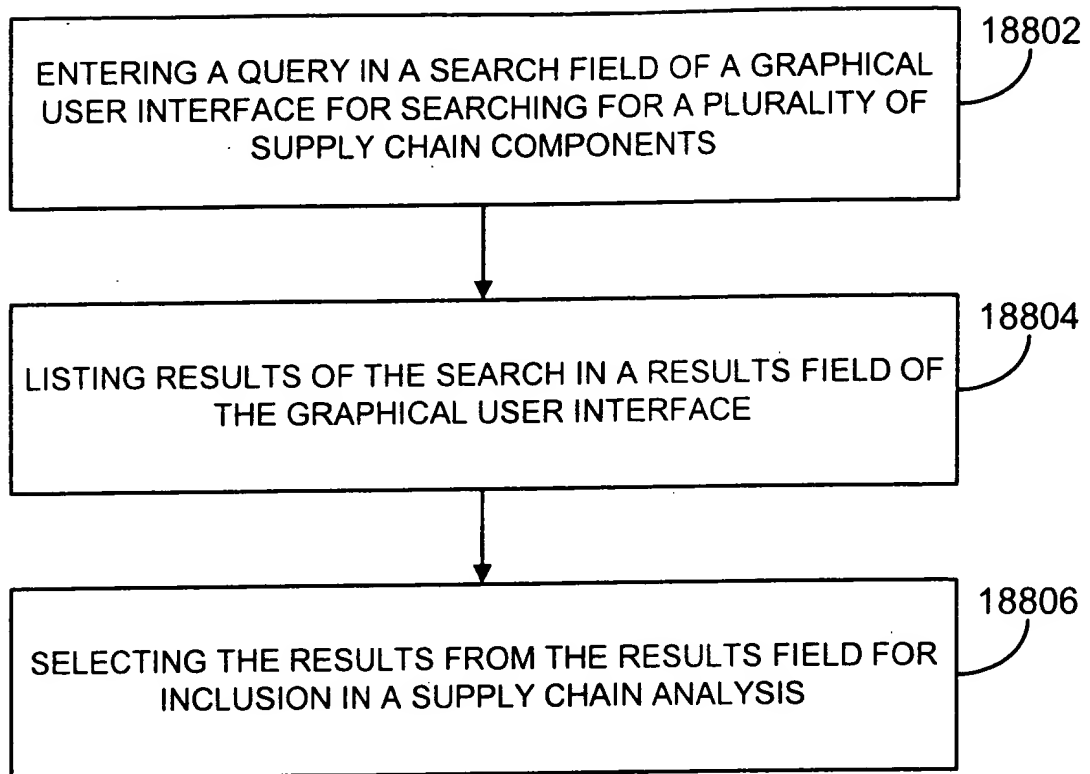
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

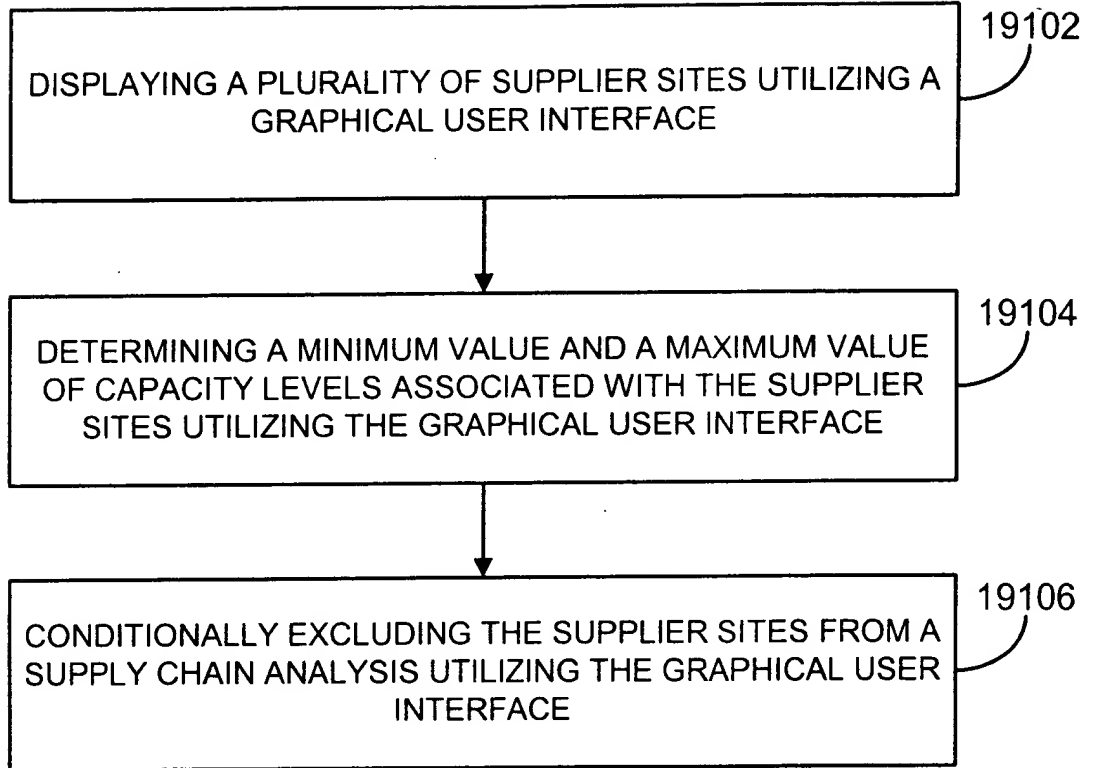
Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

T09020" 2409T860



19100



**FIG. 191**

09816048-030501

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

T09080 " B409T860

19500

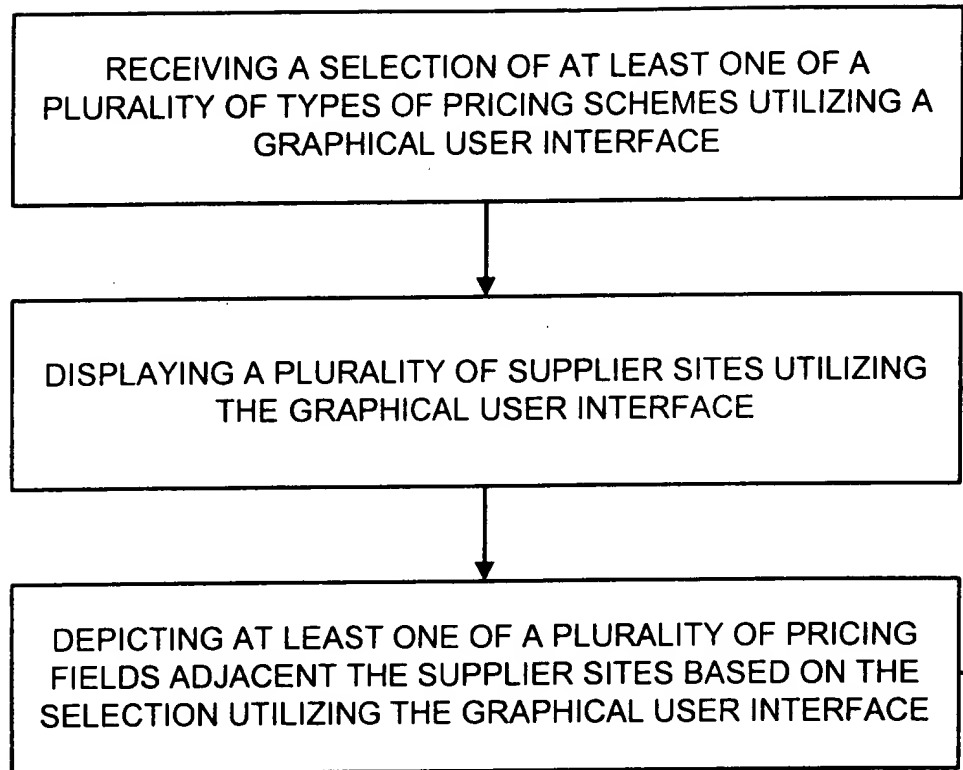


Item Description		Supplier FOB		
FRIES-COATED		CAVENDISH-PRINCE EDWARD		↑
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA		↓
Distribution Center	Delivered	#	Volume	
AMERISERVE-OMAHA, NE	0.3750	0	0	↑
AMERISERVE-PLYMOUTH, MN	0.3850	0	0	
AMERISERVE-WALKESHA	0.3670	0	0	
FLEMING FOODS-KAPOLEI	0.4725	0	0	
KING PROVISION-ATLANTA	0.3950	0	0	↓

FIG. 195

09016048-080601

19600



19602

19604

19606

**FIG. 196**

0931604B-080501

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

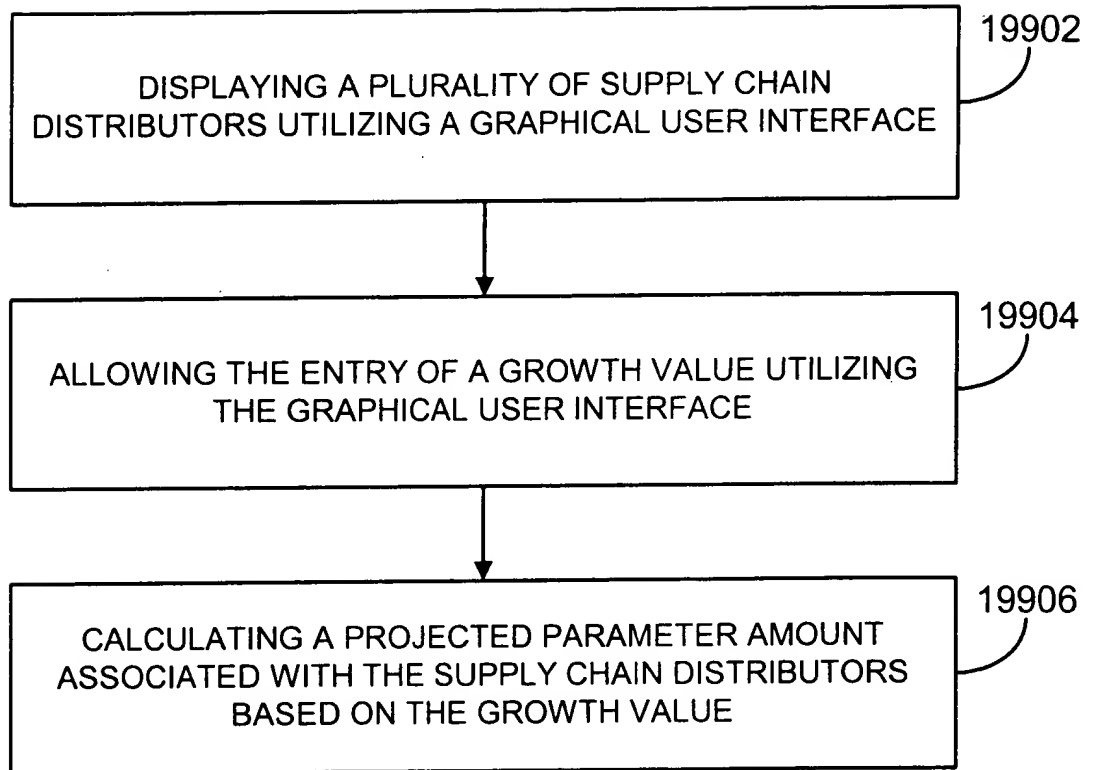
FIG. 197

19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		0.00%				
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200


20100

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	

FIG. 201

20200

Invalid Selection


**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

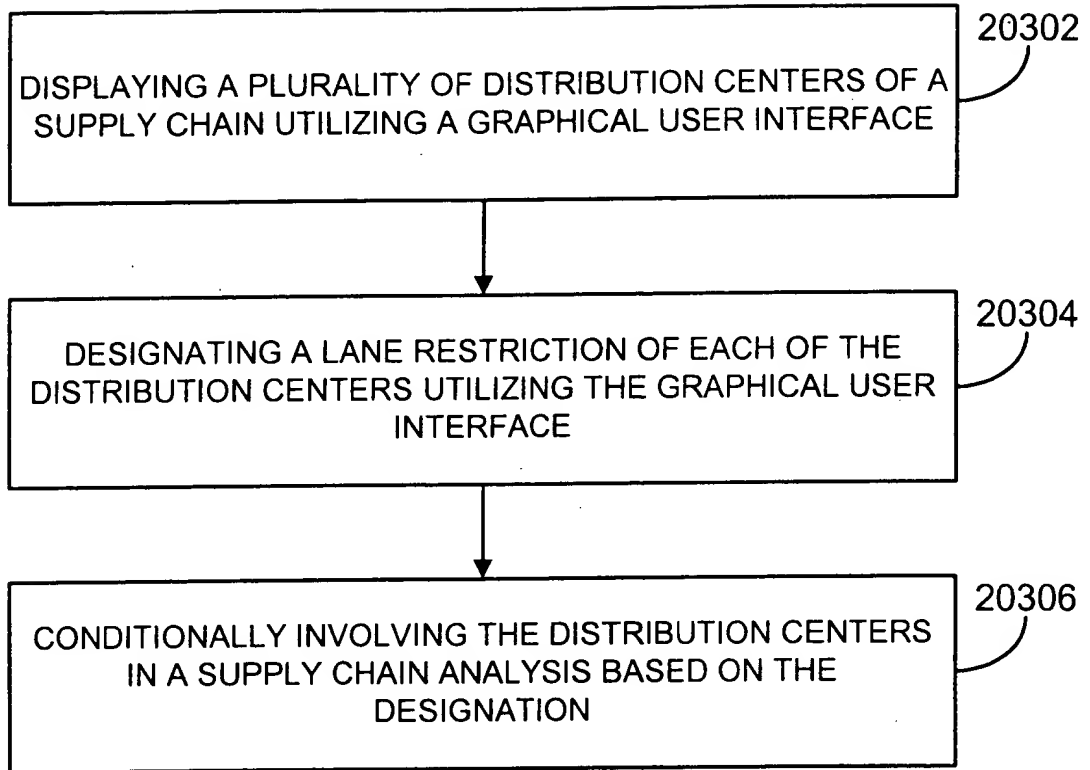
OK

FIG. 202

T09030" 849T860



20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVE POST-ALBUQUERQUE	1,617			
AMERISERVE POST-DENVER	1,277			
AMERISERVE POST-SALT LAKE, UT	691			

FIG. 204

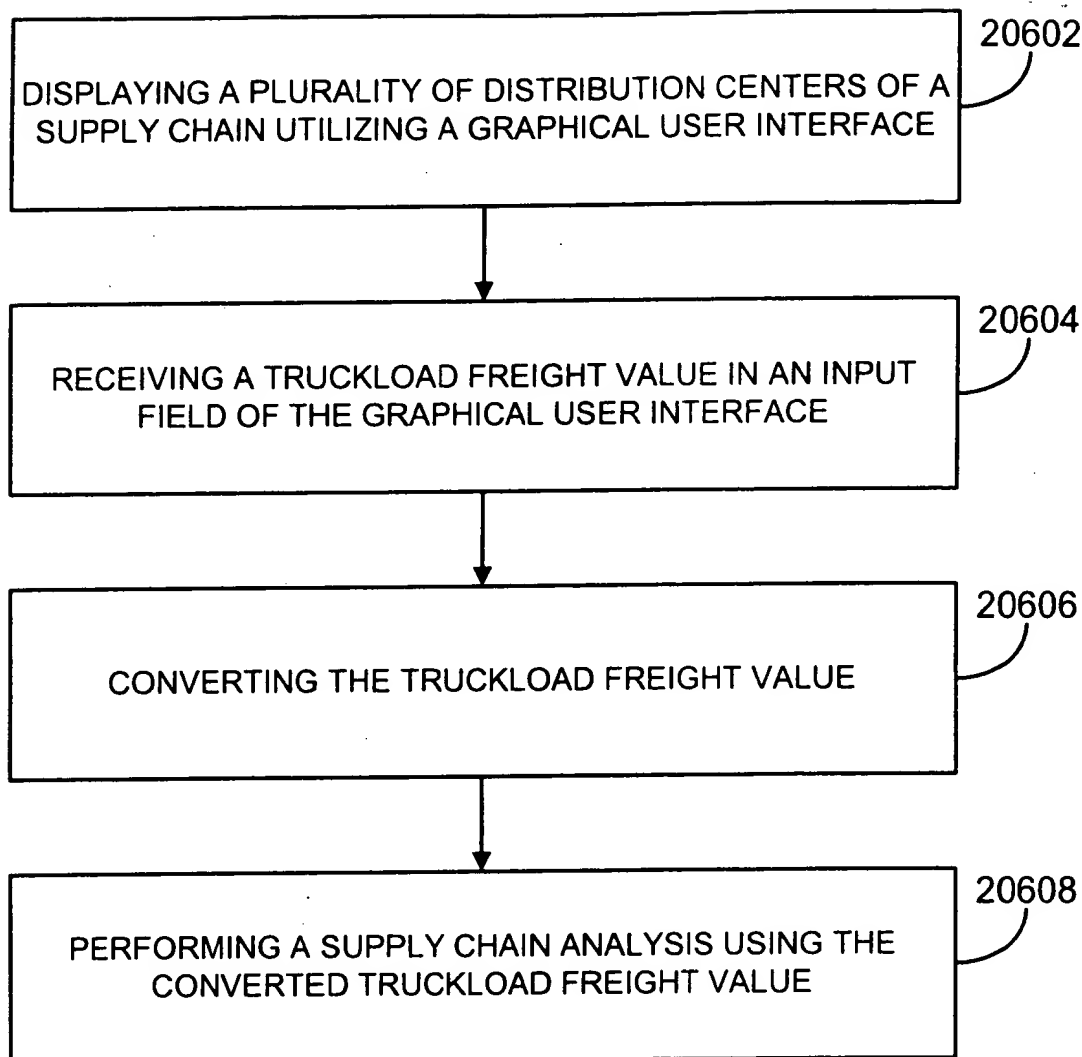
20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600



**FIG. 206**

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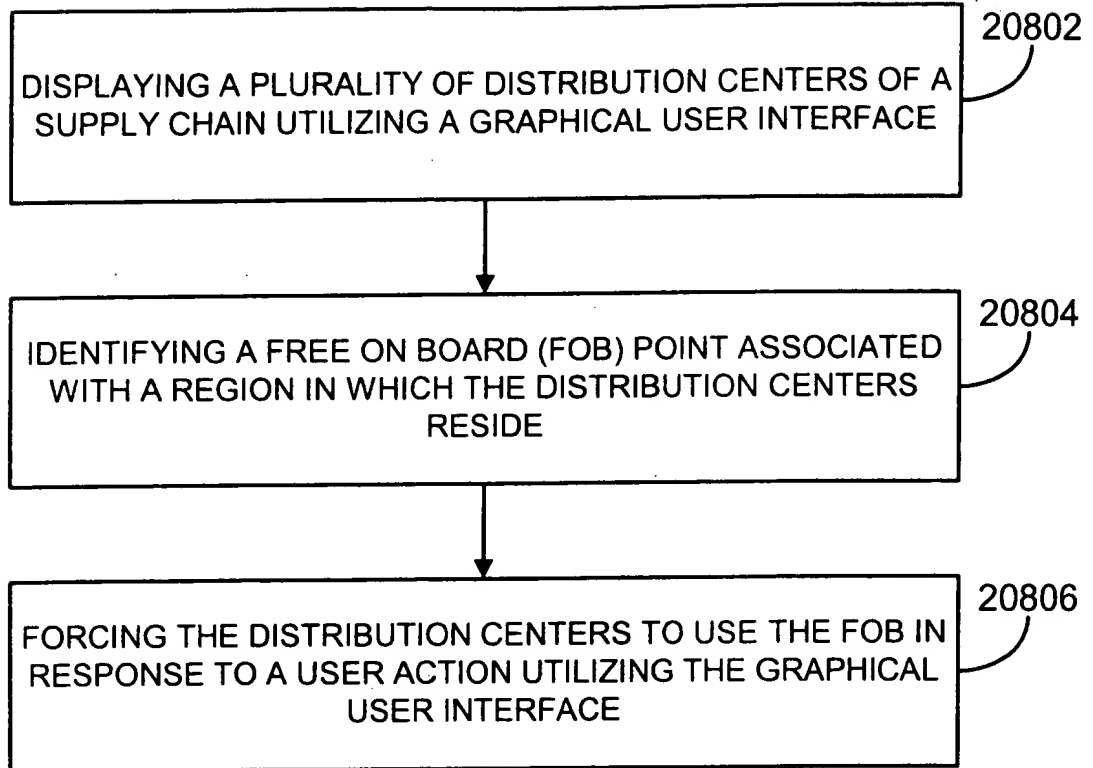
20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800



**FIG. 208**

09816048-080601

20900

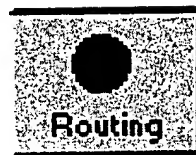


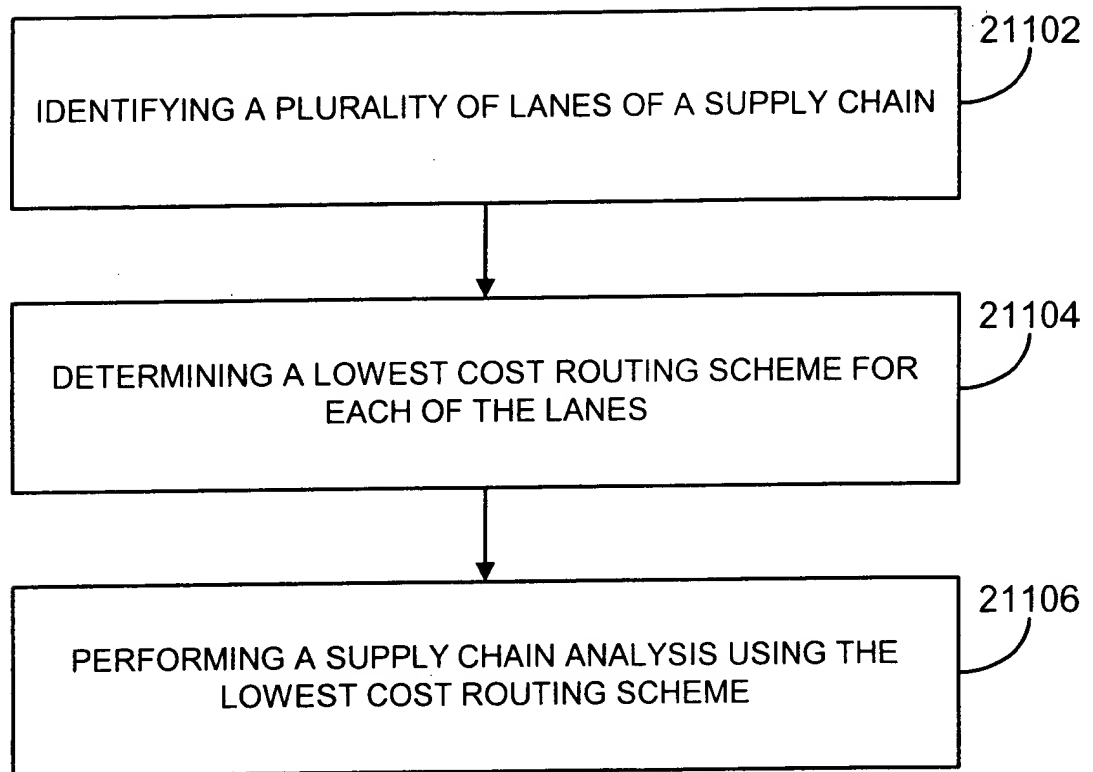
FIG. 209

21000

Report Selection		Report Name:
Report Type:	Optimal Product Routing	Freight Information Provided
Report Parameters		Freight Information Provided
Supplier:	(All)	LTL Routing Grid By Lane
Supplier FOB:	(All)	Routing Results By Lane
Distribution Center:	(All)	Routing Results By Lane, Item
Version:	Base Version	Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
		TL Freight Variance Analysis

FIG. 210

21100



**FIG. 211**

21200

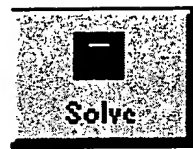


FIG. 212

21300



21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version  
With LTL riding with CCF, forced TL  
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

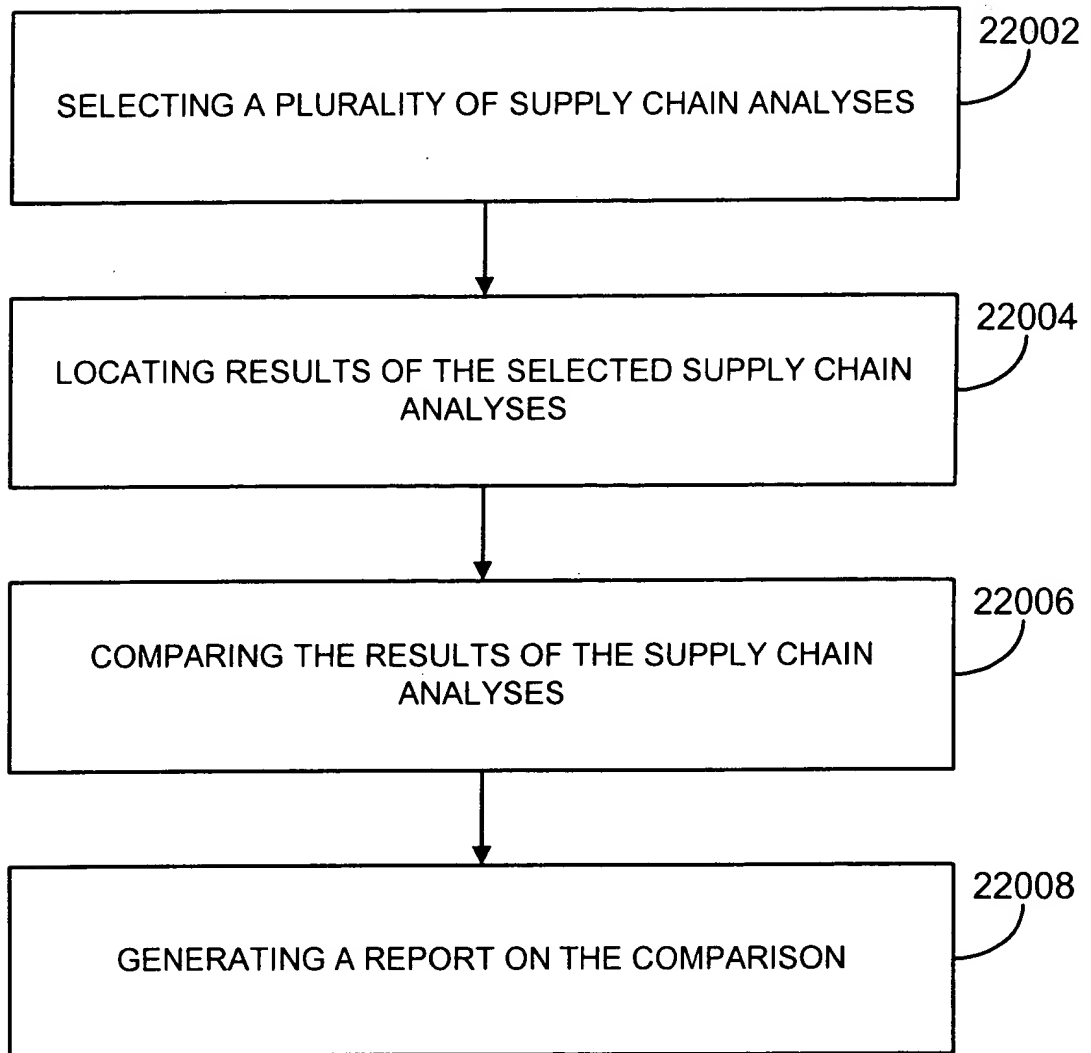
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100

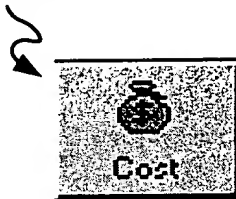


FIG. 221

22200

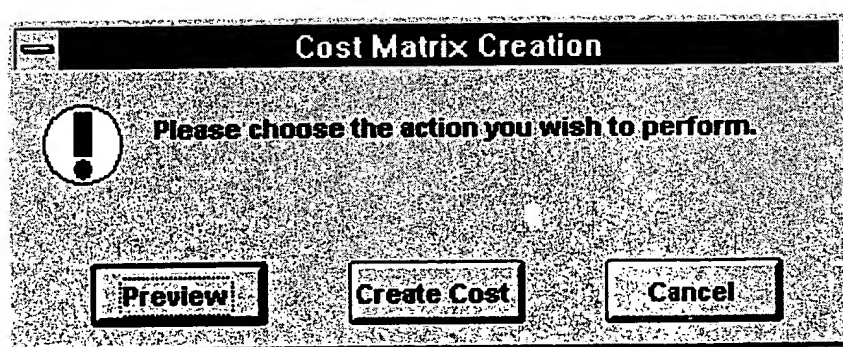


FIG. 222

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Supply Patronage Sales/Inv Utilities Data Options

Supplier...	Least Cost	Contract
Supplier Site...		
Distributor		
DC...		
Item		
Proposal		
Least Cost Analysis		
Formula Pricing	Edit / View	
Contract...	New (Using Previous)	
Cost		
Vendor Rating		
Contact Management		
Logistics & Distribution		
Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

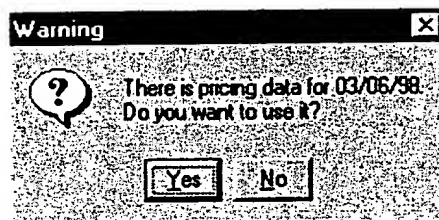
Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

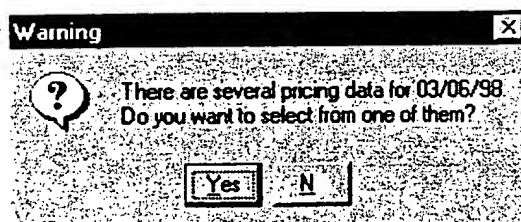
FOB Adjustment Amount: 0.0000

FIG. 224

0901E0601

FIG. 225

**FIG. 226**



**FIG. 227**

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22800

**Formula Pricing Selection** [X]

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98** [Min] [Max] [X]

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871											0.9940
DIV-1	0.1400	0.1295	0.2000	0.1948	0.1400	0.1368							0.9941
GS-1	0.3270	0.3042											0.9866
S&C-1	0.2414	0.2200											0.9721
SER-1	0.3250	0.2926											0.9684
TEX-1	0.3090	0.2766											0.9916
WH-1	0.3250	0.2958											0.9765
WIS-1	0.3325	0.2977											1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231

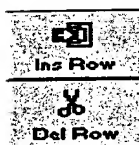


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23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500	Upcharge					

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply Patronage Sales/Inv Utilities Window Help	
Supplier	Least Cost Contract
Supplier Site	
Distributor	
DC	
Item	
Proposal	
Least Cost Analysis	
Formula Pricing	Edit / View
Contract	New (Using Previous)
Cost	Formula Maintenance
Vendor Rating	
Contact Management	
Logistics & Distribution	
Bakery Coverage	

23600

FIG. 236

1090601 080601 040408 090801